

SPOTLIGHT

III
NILICO

LEADERSHIP AT WORK

ROAD TO SUCCESS

OCTOBER 2017

FEEDING THE NEED TO LEAD



Steve Greer

President
AIL Agency Division

THERE IS NO NECESSARY CONNECTION BETWEEN THE DESIRE TO LEAD AND THE ABILITY TO LEAD, AND EVEN LESS THE ABILITY TO LEAD SOMEWHERE THAT WILL BE TO THE ADVANTAGE OF THE LED. — BERGEN EVANS

OPPORTUNITY UNLIMITED AT AIL/NILICO has many faces; it looks different to each of us. Some are eyeing up the SGA position before they ever make their first sale. Others consider the possibility of entering management as they begin experiencing success as a producer. For others, being an Individual Producer is exactly what they were looking for. That's the great thing about *Opportunity Unlimited*: there's a place for everyone.

A lot of people join AIL/NILICO with the express intent to follow the leadership path. Opportunities to advance are sorely lacking in the majority of other careers where your income and your ability to advance are determined by others. Some people are natural born

leaders; they just 'get it.' But many who aspire to leadership positions weren't born with the innate ability to be a good leader.

No two leaders are exactly alike, but there are leadership skills that successful leaders share. Note that I said "skills." Skills can be learned and developed. Fortunately, our company has systems and processes in place to take you where you want to be. It's like anything else in our business — it can be learned and the more you practice and do the (hard) work, the better you become.

If you aspire to a leadership role, it's crucial that you work well with people so you can develop an empowered team that will perform consistently. Under good leadership, a team will work hard, be motivated and perform well above minimum expectations.

Here are some of the basics to bring to the table if you feel that a career in leadership is in your future or if you are already in management and want to up your game. Even if you are not currently on the management career path, these are things you can begin thinking about and developing now.

YOU CAN'T TEACH WHAT YOU DON'T KNOW. A leader not only understands the skills and roles for members of their team but has the personal knowledge gained from having "been there, done that." Remain coachable. Great leaders remain students as an example that personal and professional growth is encouraged and expected.

HOLD YOURSELF TO HIGH STANDARDS OF ETHICS AND INTEGRITY. Leaders are always being watched and any

questionable action can damage the trust needed to lead. If you make a mistake, own up to it immediately and make whatever amends necessary.

CARE ABOUT PEOPLE. Seems like a no-brainer, but in this age of shallow online "relationships," it's important for a leader to take the time to learn about individuals on the team, what's important to them and what motivates them. Pay attention and recognize personal and professional accomplishments.

LEARN TO RECOGNIZE HIGH POTENTIAL. Try to be someone who sees traits in others they can't see in themselves. It's the leader's job to make success possible. Everyone says they want to be successful, but a good leader can identify members of the team who work hard, show leadership characteristics and have the passion it takes to follow through to succeed.

UNDERSTAND THAT LEADING IS A PRIVILEGE. A good leader will take every opportunity to brag on the team. On the other hand, a leader accepts responsibility for the actions of the team and will defend the team against unjustified criticism. Loyalty to the team goes a long way and goes both ways.

A career in leadership at AIL/NILICO begins with talking to your SGA about qualifying to attend Leadership Academy, which just finished its last session for 2017. If you are interested in jumping on the fast track to a management opportunity, plan on joining us in the McKinney Conference Center when classes start back up in 2018. 🌟

SPOTLIGHT

www.arc.aillife.com/arc/spotlight
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NEWS

OCTOBER 2017

VOL. 50 NO. 10

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2017, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **72.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Wednesday 11/22** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be received Home Office by **Monday 11/27**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 11/29** before 2:00 p.m. CST to count for **November** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$4,507,663

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 30-37**.



Notes of Importance To encourage each self-employed PR Rep and PR Manager to save for their retirement, AIL/NILICO offers each of you an opportunity to receive matching bonus contribution funds into a qualified retirement account as a self-employed PR Person based on your years of service. The rules are slightly different for U.S. and Canadian contributions. It is important to review the specific details regarding contribution funds in the UFCW 1518, OPEIU 277 and UNIFOR 247 union agreements. For more information, contact **Deborah Turner at dtturner@aillife.com**.

*** Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2018 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2018 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Gaylord Palms Resort in Orlando! The convention will be held June 24-27, 2018.



LOOK FOR ME!

ANNIVERSARIES

37 YEARS OF SERVICE

Eric Giglione SGA
35 YEARS OF SERVICE
 Rick Altig SGA
32 YEARS OF SERVICE
 Ted Schilling AGT
30 YEARS OF SERVICE
 Angel Ordas AGT
26 YEARS OF SERVICE
 David Hausman SGA
21 YEARS OF SERVICE
 Joey Kennedy AGT
19 YEARS OF SERVICE
 Carl Boldon AGT
 Pamela Drury AGT
16 YEARS OF SERVICE
 Kevin Appasamy RGA
14 YEARS OF SERVICE
 Corey Neff SGA
13 YEARS OF SERVICE
 Richard Barbour AGT
 Laura Fisher SGA
 Robert R. Hamilton MGA
 Eugene Kashkin AGT
 Moswen Taylor SGA
12 YEARS OF SERVICE
 Andrea Barenholtz AGT
 Lamine Diakhate AGT
 Steven Stensrud MGA
 Craig Stropf RGA
11 YEARS OF SERVICE
 Patrick Bendure RGA
 Andrew Haskins AGT
 John Keliher PR
 Orett Nelson MGA
 Jeffery Thiel MGA

10 YEARS OF SERVICE

Viki Farr PR
 Stephen Jubrey SGA
 Ryan McIntosh SGA
 Timothy Watson SA
9 YEARS OF SERVICE
 James B Hill SGA
 Joshua Lenix AGT
 Tien H Nguyen AGT
 Stephanie Novel AGT
 Brian Ryan PR
8 YEARS OF SERVICE
 Maurice Baritz SA
 Lalitha Janardhanan MGA
 Ariana Jones GA
 Syed Quadri RGA
 Olga Tsymbal AGT
7 YEARS OF SERVICE
 Darrell Asbell MGA
 Matthew Conrad MGA
 Patrick Donovan GA
 Miranda Mortensen AGT
 Maria Ramirez AGT
 Brian L Wallace SA
6 YEARS OF SERVICE
 Andre Bent RGA
 Yussuf El-Zein MGA
 Bryan Fronyberger AGT
 Kyle Lewicki MGA
 Marian Sertler RGA
 Albert Serur SGA
 Gian Trinidad AGT
5 YEARS OF SERVICE
 Daniel Bean SA
 Juanita Burton AGT
 Corey Cox RGA
 James DePetro AGT

Anne Melville AGT
 Alex Smith MGA
 Ifeanyi Ufondu AGT
4 YEARS OF SERVICE
 George Connell SA
 Michael Cooper PR
 Rita Eisentrager MGA
 Aryeh Freedman SA
 Jeffrey Gilliana AGT
 Damaris Henderson GA
 Andrew Hynan GA
 Joachim Jean AGT
 Mele Makoui AGT
 Kevin McKeen PR
 Christina Meyer MGA
 Frederick Noel AGT
 George O'Shea MGA
 Tobe Pope AGT
 Tiffani Tavormina AGT
3 YEARS OF SERVICE
 Abbas Abdul-Khaliq AGT
 Toni-Ann Allen SA
 Kimiora Aue AGT
 Michael Barahona AGT
 Richard Bentley AGT
 Matthew Cessna MGA
 Tami Chaimov SA
 Peter Davis MGA
 Derek Foore GA
 Victoria Gonzales GA
 Sina Heak GA
 Curtis Henderson MGA
 Faith Jones AGT
 Yuriy Kosovan MGA
 Jorge Leon GA
 Stephen Macdone AGT
 Chauntel Nakata AGT

Mary Perinpanayagam AGT
 Amanda Peterson MGA
 Steven Redd RGA
 William Robinson RGA
 Takiyah Smith MGA
 Ileana Tatafu AGT
 Clint Uwaine MGA
 Shayla Williamson GA
2 YEARS OF SERVICE
 Kouassi Appiah AGT
 Eugenia Austin AGT
 Behrad Baghbanian GA
 Carmen Arroyo SA
 Barney Browner SA
 Candi Carlisle GA
 Maurice Coleman SA
 Paul Deatherage SA
 Stephen Del Vecchio SA
 Morgan Dennis AGT
 Luiz DeOliveira AGT
 Daniel Duncan GA
 Allan Gilbert GA
 Melissa Gonzalez AGT
 Fred Greenawalt MGA
 Chavis Holmes SA
 Skyler Hornung AGT
 Margaret Kalina SA
 Nedal Kawash GA
 David Lawrence MGA
 Connor McCollum SA
 Kanon McGee MGA
 Manuel Mendiola AGT
 Harley Miles AGT
 Amelia Moeaki SA
 Danielle Morales GA
 Josh Okray SA
 Darrik Robbins MGA

Waleah Salah AGT
 Milan Sharma AGT
 Michael D Sweeney SA
 Jesus Tolentino GA
 Francesca Veltri GA
 Rochelle Weber SA
 Matthew Wilson SA
1 YEAR OF SERVICE
 Sergey Alekseev SA
 Caleb Alexander SA
 Jessica Amatulli AGT
 Daniel Anghelina AGT
 Zavier Borcheit RGA
 Trevor Bailey SA
 Taulant Bane SA
 Melonine Blake AGT
 Johnathon Bogoslowski SA
 Ryan Bouchea-Carroll SA
 Brandon Bradwell AGT
 Evett Bryan SA
 Brigitte Bryson AGT
 Christine Bueno AGT
 Daevon Byron AGT
 Bryanna Campos SA
 Cory Cannataro SA
 Skyler Charron SA
 Frank Ciccone AGT
 Kelly Collins AGT
 John Danly MGA
 Draytin Davison AGT
 William Demalia SA
 Javier Diaz MGA
 Frances Dorsey SA
 Rania Eltanbouly SA
 Fidel Escobar SA
 Stephen Farnsworth SA
 Gloria Feltz AGT

Ionatan Fiscu SA
 Corey Fjerstad AGT
 Brady Foreman GA
 Jacob Garza AGT
 Dia Ghandour SA
 Alex Gonzales AGT
 Maria Gonzalez SA
 Vincent Gravel-Michaud SA
 Kathleen Harman AGT
 Marina Herrera GA
 Drew Herstine AGT
 Magdalena Holman AGT
 Tyler Honeyford SA
 Keyante Humphrey-White AGT
 Marcus Ireland AGT
 Carl Isidore AGT
 Michael Jennings GA
 Sylvain Kalombo GA
 Jasmeet Kambo SA
 Drew Kier SA
 Trevor King AGT
 Kevin Kondrad SA
 Crystal Larkins SA
 Samuel Lee AGT
 Young Lee SA
 Corey Lumley AGT
 Margaret Lupercio SA
 Michelle Marin AGT
 Michelle Martinez Aviles MGA
 Eddie McDonald AGT
 Jessie Medina AGT
 Maricela Mendoza SA
 Hany Mikhail AGT
 Ivory Morgan AGT
 Yvonne Mortensen AGT
 Joshua Muskar SA
 Honore Ndoli AGT

Steven Neil AGT
 Corey Nelson SA
 Umid Nurmuhamedov AGT
 Skay Nusenu SA
 Babatunde Olaogun AGT
 Michelle Olivo GA
 Kurt Overy SA
 Dulce Paz SA
 Alexander Pham SA
 Beto Quintero SGA
 Raymond Ramos SA
 Harjeet Rana MGA
 Heidi Riffert AGT
 Mauvarie Riley SA
 Brandon Robinson AGT
 Julio Rodriguez SA
 Matthew Roebke SA
 Samuel Barriere GA
 Ileana Rosas AGT
 Justin Runde SA
 Mariam Shahid GA
 Beaumont Shultz SA
 Kelly Sims AGT
 Martin Sinishtaj AGT
 Paul Slusser SA
 Dontaray Smith-Davis GA
 Nancy Stallwood AGT
 George Stilian AGT
 Tara Taylor SA
 Eric Thomas AGT
 Christopher Thormann SA
 Brian Wallace SA
 Alba Wandurraga Baron AGT
 William Washington AGT
 Kasey White GA
 Lauren Woodson AGT
 Douglas Zackodnik SA

NEW SALES DIRECTOR



David Guzman
 November 1

David was laid off from his job as an inner-city elementary school teacher when he received a call on his resume in 2005 from Mat Hart, then with the Surace-Smith SGA Office. He credits strong leadership from “the best” — Jim, Marcus, Zach Hart, Simon Arias, Mike Vasu and especially Mat, “who believed in me at the beginning” — for his success both in sales and leadership. He’s excited about the Sales Director position because of the opportunity to “have an impact on a national level” by sharing what he’s learned. David and his wife Lori have 3 children and live in Columbus, OH.

NEW SALES DIRECTOR



Stephanie Kell
 September 11

Stephanie was a high school history teacher for 10 years when she decided a career change was in order. All-in both as a teacher and cheerleading coach, “I looked around and realized that everybody else was making the same money as me no matter what they did. There had to be a better way.” She joined the Joe Diecedue office in 2013 and says her background in education along with being an effective communicator and genuinely loving people have really helped her be an effective trainer. She is excited about learning about the Home Office side of our company. Stephanie and her 2 children live in Mandeville, LA.

PROMOTIONS

STATE GENERAL AGENT
 Jamil Harris
 Nathan Hunt
 Kevin Holtz
 Blake Ralston
 Jay Washington
REGIONAL GENERAL AGENT
 Nikola Subotic
 Hazim Thomas
MASTER GENERAL AGENT
 Devin Adams
 Shorne Brown
 Maren Conway
 Daniel Dunham
 Marie Estin Etienne
 Pedro Guerrero
 Walter Icaza
 George Kamel
 Aaron Lamme
 Cody Langston
 Alma Lozano
 Ryan Misner
 Travis Picklesimer
 Tyler Ray
 Joshua Reyes
 Michael Russin
 Iris Saavedra

David Staffieri
 William Tompkins
60% GENERAL AGENT
 Ekaterina Andreeva
 Steven Barton
 Aaron Burke
 Samantha Chamberlain
 Kevin Hastings
 Michael Jennings
 Curtisha Stephens
 Jaclyn West
 Kasey White
57.5% GENERAL AGENT
 Hilary Arsenault
 Behrad Baghbanian
 Cory Cannataro
 Derya Ekren
 Tiffany Fallow
 Brady Foreman
 Sanyo Galloway
 Vida Golzari
 Hayden Hill
 Jennifer Jaikes
 Wilfrido Martinez
 Nicholas Martocci
 Sanaz Mirza Baig
 Janice Moseychuck

Dustin Nispel
 Deborah Noga
 David Orrico
 Anthony Padilla
 Hirenkumar Patel
 Walter Peccorini
 Blake Tomblin
 Arthur Trost
 Travis Vaughn
 Kimberly R West
55% SUPERVISING AGENT
 Michael Allen
 Jason Ashline
 Baldemar Barrera
 Joseph Benedetto
 Jos Fulton
 Colin Ghee
 Priscilla Gonzalez
 Marjorie Hutton
 David Johnson
 Tate Kirby
 Audrey Logan
 Chris Martinez
 Margery Mitchell
 Joshua Morris
 Michael Novosel
 Grant Packard

Stella Roznovan
 Dishae Sanders
 Lynnette Strauser
 Shannon Stroud
 Zlata Titova
 Taylor Trudeau
 Daniel Veliz
 Zachary Whipple
 Davron Williams
52.5% SUPERVISING AGENT
 Joel Acosta
 Sergey Alekseev
 Khatidja Alidina
 Hamza Ally
 Michael Battaglio
 Christopher Bayless
 Timothy Begley
 Ryan Bevan
 Nicholas Bolter
 Holly Bonhorst
 James Bray
 Hubert Brown
 Kuri Brown
 Alyssa Bullard
 Tomarus Burks
 Shane Cabral
 Reid Certilman

Bryan Chechak
 Wilnes Chery
 Mary Cummings
 Jacob Daniels
 Hayden Davis
 Ronald Davis
 Sean Day
 Erin Edwards
 Jason Elmes
 Angel Erlandiz
 Matthew Fincher
 Samuel Fitzner
 Carla Fortner
 Baboo Gopaul
 Qitong Guo
 Brandon Haley
 Joshua Hammond
 Christopher Hensley
 Jessica Heppler
 Lauran Houck
 Andrew Houghton
 Joseph Jacob
 Jessica Jaikes
 Trace Johnson
 Travis Johnson
 Michael Kavanagh
 Teresa Lampasona

Ruthanne Lenartz
 Rovena Lulgjuraj
 Tyler Lunham
 Paul Maria
 Tennison Mather
 Kerry Matthews
 Jesse McCullum
 Shelby McDowell
 Michael Mihajlov
 Hercules Mimaros
 Colin Monner
 Sonja Monteiro
 Christopher Morrison
 Michael Nester
 Timothy O'Leary
 Nathaniel Oliver
 Zachary Olsby
 Walter Peccorini
 Adam Peters
 Cindy Pham
 Thomas Phillips
 Zachary Pim
 Aaron Piotrowski
 Thomas Reader
 Melisa Rodriguez
 Rahmatullah Romal Omid
 Andrew Rondeau

Jodi Rothery
 Darius Rowan
 Kirk Samlal
 Cristian Santiago
 Brian Schmitz
 Kevin Shaw
 Bobbie Sheffield
 Karen Shumaker
 Aman Singh
 Marcia Fischer
 Luis Suarez
 Luis F Suarez
 William Sukhenko
 Kristie Sullivan
 Tanya Sutton
 Sherri Szecsenyi
 Evan VanErp
 Angela Waller
 Celia Westrick
 Sarah Williams
 Patrece Wright
 Saba Zahid

NEW SGAs



Kevin Holtz - Ohio
October 1

Kevin was personally recruited by Mike Vasu to the Surace-Smith SGA Office in 2007. He became a Regional Sales Director in 2016 and assisted with the rollout of the IMPACT software. Kevin is excited to "share my wisdom from the past 10 years of working with and learning from the best of the best in the company. Having the experience from both the field and the Home Office has been amazing preparation for this next adventure," he adds.



Nathan Hunt - Missouri
October 1

A 2011 police academy graduate, Nathan found there was a lot more applicants for jobs in law enforcement than there was available positions. He was working as a developer of dental surgery centers for underprivileged kids when he answered a Craigslist ad for the Rich Correa office in 2015. Recruited and mentored by then MGA Erin Allen, Nathan rose through the management ranks quickly. "My goal was to be an MGA by my third year, and here I am an SGA instead," he says. His 3 keys to success are honesty, work ethic and loving people.



(Aaron) Blake Ralston - Arkansas
October 2

Blake was recruited by the Jeremy Welch SGA office in 2011. Prior to that he had a "handful of various jobs" including bartender and car salesman. He's had his eye on the SGA position since the day he first walked in the door. "Absolutely no offense to Jeremy, but I thought if he can do it, so can I." Blake believes in maximizing people and seeing things in them they don't see in themselves. His belief in *Opportunity Unlimited* is so strong, he recruited his best friend (MGA) and his wife (RGA). Blake and Samantha live in Little Rock with son Brody.



Jameetri "Jay" Washington - Texas
October 10

Jay joined the Steve Greer office (now Mike Vasu) in 2013 after a successful career in retail management. From his first day, he made his aspiration clear: MGA within a year, then on to SGA. He is grateful for the opportunity to create his own legacy and add to that of his mentors, Steve, Mike and Michael Laramie. Jay has always liked developing people and believes in servant leadership. He and wife (and MGA) Tiffany live in Ft. Worth with son James and daughter Mera.



Salman Quadri - Pennsylvania
October 30

Salman has an intermittent history with our company that started when he was 18 years old with the Theo Pappas SGA office. He left, working as a banker and as an assistant to a senator but returned to the AIL/NILICO fold in earnest in 2009. He did not initially set his sights on the SGA position until the opportunity to partner with Theo presented itself. Salman loves teaching people how to be profitable and make money by utilizing the systems and structures that are already in place; "People don't stay if they aren't making money." He and wife Ahlam live in Norristown, PA.



Winning the Team Competition and claiming the title of Champion in the 2017 PR Fantasy Draft, with 116.08% of contest objective, is Team Gilbert.

CHAMPIONS 2017

INDIVIDUAL COMPETITION - MOST VALUABLE PLAYERS -



GROUP 1
MARK GAGLIARDI
124.19% of Objective
60.20% ORI



GROUP 2
SHANNON BENNETT
143.72% of Objective
66.05% ORI



GROUP 3
RALPH BEARD
142.77% of Objective
62.83% ORI



TEAM GILBERT

- | | |
|-----------------|---------------------|
| Amanda Mlinaz | Jessica Treybick |
| Brian Ryan | John Wagner |
| Christa Davis | Kathy Pappas |
| Amanda Cross | Lacy Martin |
| Brett Hulme | Larry Lozano |
| Casey Cash | Leo Van Den Bussche |
| Cheryl Cook | Malka Arony |
| David Blaisdell | Michael Cooper |
| David Scalisi | Rebecca Rozario |
| Donna Altshue | Susan Gilbert |
| Jason Panzera | Tim O'Connor |

ALASKA

SEPTEMBER 6-13, 2018

**DON'T MISS
YOUR CHANCE TO
COME ABOARD!**



6-MONTH CONTEST



LEADERSHIP WITHOUT LIMITS



Susan Fuldauer
Vice President of
Public Relations Field Operations

THERE ARE SO MANY THINGS TO love about AIL/NILICO. We are a progressive, socially conscious company, leading with heart and passion for working families. While we may not be perfect, no one can ever argue the core values of our company. And, what's not to love about the real spirit of *Opportunity Unlimited*? Those 2 words, *Opportunity Unlimited*, are far reaching and have been life-changing for so many people. What we do day in and day out has lasting influence beyond what we can imagine. Lives are changed when we reach out and embrace our opportunity.

One of the many great advantages of our company is the ability we have to bring our personal leadership to higher levels. When leaders are developed, those they touch and in-

fluence are helped as well. Whatever you want your career path to become, you can achieve those goals with AIL/NILICO. If leadership is a part of who you are or want to become, it's possible. Whether you choose to be a leader in the Agency, in Public Relations or at Home Office, the opportunity is out there for you.

Leadership can be formal or informal. It doesn't necessarily require a title to be influential, but leadership is needed at every level and in every part of the company, inspiring and having positive influence with others, helping all to reach their goals.

John Wooden once said; "The most powerful leadership tool you have is your own personal example."

We have many, many great leaders in our midst. You can usually tell who they are and not simply by their title. They are the ones who typically are leading from the front, being the first, paving the way for others to follow. They take risks, while others hesitate and they initiate actions by which others can benefit. Leaders know their purpose and are intentional with actions that align with their purpose. We need these leaders, blazing trails and opening doors of opportunity for others to enter.

Have I described you yet? Are you always at the front, looking for opportunity, restless with ideas and driven to accomplish your purpose? If you answered 'yes,' there is leadership opportunity for you within AIL/NILICO. If you were "born to lead," you can find opportunity through the career paths that have been developed within both Public Relations and Agency.

Take a step forward and let someone know your desire to move your career toward a formal leadership position. The first step is stating your intention to be in the structured leadership path, followed by the performance factor; meeting the expectations and results needed to move into leadership. The leadership path awaits you.

Opportunity at AIL/NILICO is truly Unlimited. Make the decision to embrace the opportunity and put yourself in position to enjoy the rewards of leadership. Stay focused on what you truly want. Let your purpose be your driver.

There are no limits to your leadership potential. ♻️

Update

Closer to the Heart



ASPEN, CO

The AIL Executive Council, in Aspen for their semi-annual meeting, donated \$9,525 to the Aspen Homeless Shelter. The shelter's mission is to keep people alive, safe and fed while they are homeless; help them access resources to meet their needs; and assist in transition to stability and self-reliance.

Even in the most affluent and exclusive areas, homelessness and need still exist. Aspen Homeless Shelter is open every day of the year, provides a hot meal each evening, assists clients with job hunting and facilitates health and human services.



YUCATAN PENINSULA, MEXICO

At the Cancun Convention in June, attendees donated more than \$20,400 to partner Proyecto Itzaes. The organization builds community service programs that promote family-centered learning while respecting the Maya cultural heritage. Our donations helped Proyecto Itzaes purchase and equip a vehicle to transport educational materials (including 5 brand new laptops and 2 printer/scanners) to remote locations. The van was dubbed "Cora," shortened from *corazón*, the Spanish word for *heart*, in a grateful nod to Closer to the Heart and American Income / National Income.

FLORIDA AND TEXAS

AIL, in partnership with the Giglione-Ackerman SGA Office, donated \$5,000 to the Texas Workers Relief Fund and \$5,000 to the Florida AFL-CIO Workers Relief Fund to aid victims of hurricanes Harvey and Irma. These charitable funds are overseen by the AFL-CIO to deliver relief directly to working families.

In the past, these organizations have distributed gift cards and other forms of assistance to working people who must rebuild their homes or move elsewhere in the wake of a disaster. These efforts are typically confined to one specific area, but the hurricanes devastated large areas throughout their respective states, requiring extraordinary relief efforts on a broad scale.

In addition to the Closer to the Heart contribution, individual SGAs and Home Office staff collectively contributed an additional \$23,728 to the Texas Workers Relief Fund and \$6,800 to the Florida AFL-CIO Workers Relief Fund.



OHIO AND PENNSYLVANIA

AIL, in partnership with the Simon Arias SGA Office, donated to five different charities in Ohio and Pennsylvania. Inspiring Minds, Noah's House of Hope, Ohio Valley Teen Challenge, Bethlehem Haven and Opiate Reform Initiative each received \$2,000.

Inspiring Minds offers after-school programs to better the lives of under-represented youth. Noah's House of Hope supports research in Twin-to-Twin Transfusion Syndrome. Bethlehem Haven provides safety and shelter for homeless and abused women. The Opiate Reform Initiative is fighting the epidemic of opiate addiction. Ohio Valley Teen Challenge is a faith-based residential program for addiction.

A. Philip Randolph Institute

AFL-CIO — Convention Sponsorship

AFSCME COUNCIL 32 — Jim Boyd Memorial Scholarship

AFSCME Fallen Heroes Fund

Alliance for Retired Americans

American Sustainable Business Council

APWU WA — Convention

Arizona AFL-CIO — Labor Day Event Sponsorship

Arizona Building Trades — Golf Tournament

Asian Pacific American Labor Alliance (APALA) — Ad

BC Building Trades — Convention, Golf Tournament, Ad & Event Sponsorships

Building & Construction Trades Department, AFL-CIO — Executive Council Reception Sponsorship

Boston Labor Council, AFL-CIO — Event and Ad Sponsorships

California Labor Federation AFL-CIO — Event Sponsorship

Central Indiana Labor Council, AFL-CIO — Labor Fest Sponsorship

Chicago and Cook County Building and Construction Trades Council — Golf Tournament

Cleveland Building and Construction Trades — Golf Tournament

CMRAVE — Helmets to Hardhats Golf Tournament

Coalition of Black Trade Unionists — Convention

Communications Workers of America — Convention

Contra Costa County AFL-CIO, Central Labor Council — Labor to Labor Event & Ad Sponsorships

Credit Union Executive Society, Michigan — Conference

DC Labor Film Fest

Detroit, AFL-CIO Metropolitan — Golf Tournament & Labor Day Event Sponsorships

District Council of Plasterers and Cement Masons — Golf Tournament

Economic Policy Institute

Empire State College — Bahr Scholarship

Family Values @ Work — “Organizer” Sponsorship

Farm Labor Organizing Committee (FLOC) — Convention & Ad Sponsorships

Florida AFL-CIO — Ad

Georgia State AFL-CIO — Convention, Event & Ad Sponsorships

Guide Dogs of America — Event & Ad Sponsorships

Hall of Fame Central Labor Council, AFL-CIO — Scholarship, Ad & Event Sponsorships

Halton Women’s Place — Hope in High Heels Walk Sponsorship

Harris County Central Labor Council, AFL-CIO — Labor Day Event Sponsorship

Hawaii Building & Construction Trades Council — Labor Unity Picnic Sponsorship

Hawaii State, AFL-CIO — Labor of Love: A Union Give Back Project

IATSE — Convention Sponsorship

IBEW National — Conference Sponsorships

IBEW 77 — Conference

IBEW 7th District — Convention

IBEW First District — IBEW All Canada Meeting Trade Show and Magazine

IBT 135 — Scholarships

IBT 251 — Charitable Golf Tournament Sponsorship

IBT 294 — Charitable Golf Tournament Sponsorship

IBT 601 — Scholarship

IBT 89 — Scholarship

Idaho State AFL-CIO — Convention

Illinois State AFL-CIO — Labor & Politics Event Sponsorship

Indiana AFL-CIO — Convention

Institute of Construction Economic Research

Interfaith Worker Justice

IUOE 3 — Golf Tournament Sponsorships

IUPAT DC 16 — PATCH Golf Tournament

Jewish Labor Committee

Jobs With Justice

Kentucky AFL-CIO — Convention & Ad Sponsorships

Labor 411 — Ad

Law Enforcement Officers Relief Fund

LIUNA 300 — Event Sponsorship

LIUNA 368 — Golf Tournament

Long Island Federation of Labor, AFL-CIO — Putting Green Sponsor for Golf Tournament

Los Angeles County Federation of Labor, AFL-CIO — Labor Solidarity Parade & Rally Sponsorship

Maryland State & DC AFL-CIO — Salute To Labor Event Sponsorship

Massachusetts, AFL-CIO — Convention & Scholarship

Michigan State AFL-CIO — Legislative Convention & Ad

Minnesota AFL-CIO — Event Sponsorship

Newfoundland & Labrador Association of Public and Private Employees (NAPE) — Scholarship

National Consumers League — Trumpeter Awards Dinner Sponsorship

Nevada State AFL-CIO — Convention & Event Sponsorships

New Brunswick Federation of Labour — Bursaries

New Brunswick Province BCTC — Golf Tournament

New Jersey Building & Construction Trade Council — Convention

New Jersey State AFL-CIO — Convention & Ad

New York City Central Labor Council, AFL-CIO — Labor Day Parade Sponsorship

New York State AFL-CIO — COPE Day at the Races Sponsorship

New York State Conference of Teamsters — Conference Sponsorship

North Dakota AFL-CIO — Convention

Northeastern Illinois Federation of Labor, AFL-CIO — Ad

Northeastern Oklahoma Labor Council, AFL-CIO — Banquet Sponsorship

Nova Scotia Federation of Labour — Dave Barrett Scholarship, Leo McKay Bursary, Literacy Campaign Donation & Alex “Sugarcamp” MacDonald Memorial Golf Tournament

Ohio AFL-CIO — Golf Tournament

Ohio State Building and Construction Trades Council — Silver Sponsor for Dollars Against Diabetes Golf Tournament

Omaha Federation of Labor, AFL-CIO — Labor Day Parade Sponsorship & Memorial Donation to the Omaha Anti-Defamation League

Ontario Teamsters Joint Council 52 — Golf Tournament

Orange County AFL-CIO, Central Labor Council — Solidarity Leadership Awards Dinner & Ad Sponsorships

Oregon AFL-CIO — Convention

Pennsylvania AFL-CIO — Night at the Ball Park Event Sponsorship

Pennsylvania Building & Construction Trades Council — Bronze Level Convention Sponsorship

Pennsylvania Credit Union Association — Fall Leadership Conference

Philadelphia Council of the AFL-CIO — Labor Day Parade Sponsorship

Pride at Work — Celebrating Solidarity Reception

Providence Central Federated Council, AFL-CIO — Event Sponsorship

Provincial Building & Construction Trades Council of Ontario — Ad

Rhode Island AFL-CIO — Labor Studies and Research Sponsorship

Rochester-Genesee Valley Area Labor Federation — Labor Film Series Sponsorship

Sacramento Central Labor Council, AFL-CIO — Host Reception Sponsorship

Sacramento Central Labor Council, AFL-CIO — Dinner & Ad Sponsorships

SAG-AFTRA — Ad

San Diego and Imperial Counties Labor Council, AFL-CIO — Shop Steward Sponsorship at Awards Dinner

San Joaquin and Calaveras Counties, Central Labor Council — Poker Night Sponsorship

San Mateo County Central Labor Council, AFL-CIO — Event & Ad Sponsorships

Saskatchewan Building Trades — Hole Sponsorship for Golf Tournament

SEIU 1 — Scholarship

SMWI Scholarship Foundation — Edward F. Carlough Invitational Golf Tournament

Solidarity Center — Gala Sponsorship

South Carolina AFL-CIO — Scholarship

Tarrant County Central Labor Council, AFL-CIO — Jim Wright Golf Tournament.

Teamsters Joint Council 25 Charitable Trust — Raffle Prizes for Charity Golf Tournament

Teamsters Joint Council 7 — Battle of the Bay Event Sponsorship

Teamsters National Black Caucus — Education Conference and Event Sponsorships

Tennessee AFL-CIO Labor Council — Convention

Texas AFL-CIO — Walter Umphrey Golf Tournament

Transport Workers Union of America — Convention

UFCW 175 & 633 — Golf Tournament & Scholarship

UFCW 700 — Golf Tournament

UFCW Canada — Leukemia Gala Sponsorship

UFCW Golden State 8 — Diamond Sponsor for Loveall Foundation for Children Golf Fundraiser

UFCW Local 1 — The One Charity Golf Classic Sponsorship

UFCW Region 4 — Event Sponsorship

UFCW Western States Council — Ad

UMWA Retirees Region 1 — Picnic Sponsorship

Unifor Ontario Region Charity Golf Classic

Union Sportsmen’s Alliance

Virginia AFL-CIO — Convention

West Virginia AFL-CIO — Convention

Western New York Council of the CWA — E.J. Mays Scholarship Golf Tournament

Winnipeg Labour Council — Labour Day Event Sponsorships

Wisconsin State AFL-CIO Building Trades Conference — Dollars Against Diabetes Golf Tournament



NEW ASSOCIATES

PER MANAGER



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Michael Novosel	5	Greg Graham	Naomi Walker	2	Altig-Orlovic	Matthew Sutton	2	Ryan Giddens	Patricia Contreras	2	Beto Quintero
Deborah Mitchell	5	Kyle Johnson	Braden Wiscombe	2	Altig-Orlovic	Cyan Kissinger	2	Greg Graham	Angela Rodriguez	2	Beto Quintero
Ashley Odonal	4	Laura Fisher	Derya Ekren	2	Simon Arias	Stephanie Harris	2	Zachary Hart	Kemberly Sousa	2	Albert Serur
Kendra Orng	3	Altig-Orlovic	Joshua Pinckney	2	Simon Arias	Ronald McCormick	2	Zachary Hart	Colin Quigley	2	Surace-Smith
Adriana Aboulwafa	3	Cohen-Cohen	Kyra Hopkins	2	Slav Bitman	Sean Sparkman	2	Zachary Hart	Clayton Slaughter	2	Michael Vasu
Brandon Crosby	3	Zachary Hart	Joseph Benedetto	2	Richard Correa	Betsy Adney	2	Matt Henderson	Justin Saldecke	2	Dustin Venekamp
Justin Allain	3	Imran Satti	Brian Brantner	2	Richard Correa	Aleksandra Rakovic	2	Chris Hernandez	Andrew Pierce	2	Jamison Weatherspoon
Mathieu Cook	2	Altig-Orlovic	Young Lee	2	Don Foti	Lawrence Smith	2	Allan Jennings	LaDelus Brown	2	Jeremy Welch
Conzita Goveas	2	Altig-Orlovic	Jonathan Daal	2	Steve Friedlander	Skay Nusenu	2	Sabrina Lloyd	Joseph Bell	2	John Young
Colin Hill	2	Altig-Orlovic	Hifo Tuionetoa	2	Steve Friedlander	Hannah Holmes	2	Brandon MacDonald			
Daniel LaFontaine	2	Altig-Orlovic	Alan Arellano	2	Cindy Furer	Elizabeth Trotter	2	Travis Moody			
Ashley Smith	2	Altig-Orlovic	Hanna Gore	2	Ryan Giddens	Lukess Joseph	2	Theodore Pappas			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Nicholas Lorence	32	Altig-Orlovic	Nic Iagulli	5	Zachary Hart	Julianne Scavo	3	Erin Allen	Jason Green	3	Hart-McCallum
Darcy Schrieber	20	Zachary Hart	Rodney Ward	5	Zachary Hart	Christopher Hintz	3	Altig-Orlovic	Beau Locker	3	Matt Henderson
Jonathan Emura	12	Altig-Orlovic	Kerlens LaRose	5	Matt Henderson	Melinda-Rae Lyse	3	Altig-Orlovic	Demetrius Lucas	3	Kyle Johnson
Patrick Stenglein	10	Altig-Orlovic	Jessica Santamarina	5	Jamison Weatherspoon	Richard Mansfield	3	Altig-Orlovic	Marian Sertler	3	Sabrina Lloyd
Patrick Knouse	10	Slav Bitman	Jesus Parra	4	Cohen-Cohen	AshLynn Orng	3	Altig-Orlovic	Amy Baird	3	Brandon MacDonald
Richmond Gerrish	8	Laura Fisher	Brian Zuzick	4	Laura Fisher	Jason Bratin	3	Simon Arias	Tucker Gregor	3	Travis Moody
Janet Quintana	8	Kyle Johnson	Dylan Johnson	4	Zachary Hart	Matthew Cessna	3	Simon Arias	Jonathan L Jones	3	Corey Neff
Erez Shabtay	8	Michael Vasu	Steven King	4	Zachary Hart	Michael Clemente	3	Simon Arias	Andrew Wagner	3	Oldham-Gryska
Paul Kelly	7	Steve Friedlander	Daniel G Johnson	4	Hart-McCallum	Matthew Diulus	3	Simon Arias	Aziz Farsakh	3	Theodore Pappas
Arthur McIntyre	7	Brandon MacDonald	Alex Roland	4	Allan Jennings	Alma Lozano	3	Richard Correa	Levar Morgan	3	Theodore Pappas
Robert Kanaan	7	Imran Satti	Ashley Flood	4	Travis Moody	Joshua Jackson	3	Joseph Diecedue	Nasr Quadri	3	Theodore Pappas
Lincoln Dziekonski	6	Altig-Orlovic	Ransye Vazquez	4	Bob Olson	Doreen Ryan-Foti	3	Don Foti	Michael Patty	3	Chad Potts
Anita Ferris	6	Steve Friedlander	Shalom Chaimov	4	Theodore Pappas	Craig Strompf	3	Cindy Furer	Hemerson Gonzalez	3	Beto Quintero
Stephen Giddens	6	Ryan Giddens	Vincent Meyer	4	Chad Potts	Steve Bryant	3	Ryan Giddens	Michelle Martinez Aviles	3	Beto Quintero
Menno Glick	6	Greg Graham	Jake Yagjian	4	Albert Serur	Michael DeGiovanni	3	Giglione-Ackerman	Jesse Benwell	3	Imran Satti
Reynolds Akuamo	6	Theodore Pappas	Daniel Hartwig	4	Surace-Smith	Corey Helly	3	Giglione-Ackerman	Matthew Parks	3	Surace-Smith
Rex Munsey	5	Altig-Orlovic	Marc Salvaggi	4	Surace-Smith	Kay Pomroy	3	Greg Graham	Steve Hartman	3	Dustin Venekamp
Matthew Turnquist	5	Richard Correa	Joshua West	4	Michael Vasu	Mark Dushaj	3	Zachary Hart	Charley Forshee	3	Jeremy Welch
Joshua Crisp	5	Zachary Hart	Alan Fricke	4	John Young	David Hefflin	3	Zachary Hart			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Richard Sidoti	32	Altig-Orlovic	Vincent Campana	3	Simon Arias	Sara Kamalvand	2	Simon Arias	Sherly Philippe	2	Matt Henderson
Eric Watson	17	Zachary Hart	Francis Ingulli	3	Simon Arias	Joshua Reyes	2	Simon Arias	Asiguy Haugabook	2	Kyle Johnson
Christopher L Clark	12	Altig-Orlovic	Ariana Jones	3	Simon Arias	Eric Snyder	2	Simon Arias	Melinda Skinner	2	Kyle Johnson
Anthony Greco	10	Slav Bitman	Cameron Stanley	3	Laura Fisher	Cathleen Hairston	2	Slav Bitman	Patrycja Grudzinska	2	Sabrina Lloyd
Daniel Li	9	Altig-Orlovic	Omar Fernandez	3	Cindy Furer	Damion Rayam	2	Samantha Chui	Shiv Patel	2	Sabrina Lloyd
Mele Makaul	6	Steve Friedlander	Kerry Zorns	3	Ryan Giddens	Samantha Chamberlain	2	Richard Correa	Haydn Daniel	2	Theodore Pappas
Austin Timmons	6	Ryan Giddens	Michelle Olivo	3	Giglione-Ackerman	Zachery Nelson	2	Richard Correa	Justin Diaz	2	Theodore Pappas
Taurean Flournoy	6	Kyle Johnson	Jeffrey Hudson	3	Zachary Hart	Travis White	2	Joseph Diecedue	Stephen Coons	2	Byron Paz
Joseph Kanaan	6	Imran Satti	Roger Rau	3	Zachary Hart	Kevin Butchino	2	Gabriel Feldmann	Juan Rivera	2	Beto Quintero
Megan Johnson	6	Michael Vasu	Renee Cunningham	3	Hart-McCallum	Anthony Ferraro	2	Laura Fisher	Steve James	2	Tiffany Roland
Mary Franklin	5	Altig-Orlovic	Karen Lamey	3	Kyle Johnson	Alejandro Pineda	2	Laura Fisher	Sina Heak	2	Albert Serur
Landon Schlag	5	Richard Correa	Jon Houser	3	Brandon MacDonald	Mario Andres Chavez	2	Don Foti	Daryl Graham	2	Surace-Smith
Debra Small	5	Laura Fisher	Steven Barton	3	Corey Neff	Roberto Navarro	2	Don Foti	Daniel Walton	2	Surace-Smith
Mickey Adkins	5	Zachary Hart	Kimberly Free	3	Chad Potts	Adem Abdula	2	Giglione-Ackerman	Jessica St Pierre	2	Kris Thieme
Azar Afnan	5	Zachary Hart	Brent Bowling	3	Surace-Smith	Jonathan Black	2	Giglione-Ackerman	Kristen Brown	2	Michael Vasu
David Livingston	5	Zachary Hart	Kareem Mutia	3	Dustin Venekamp	Ariel Demesa	2	Giglione-Ackerman	Adam Kidikas	2	Michael Vasu
Jeffrey Espinal	5	Theodore Pappas	Monica McKinney	3	Jamison Weatherspoon	Ryan Orloski	2	Giglione-Ackerman	Thomas Longino	2	Michael Vasu
Luaao Leota	4	Steve Friedlander	David Lawrence	3	Jeremy Welch	Francesca Veltri	2	Giglione-Ackerman	Corey Niro	2	Michael Vasu
Matthew Tallman	4	Zachary Hart	Tiffany Fallow	2	Altig-Orlovic	Anthony Theriault	2	Mathew Hart	Omar Billy	2	Jamison Weatherspoon
Chirotam Ilokwu	4	Allan Jennings	Tina Janti	2	Altig-Orlovic	Adam Chesney	2	Zachary Hart	Devon Chapman	2	Jamison Weatherspoon
Kasey White	4	Travis Moody	Vyacheslav Vasilenko	2	Altig-Orlovic	Lamar Livingston	2	Zachary Hart	Marcus Moody	2	Jamison Weatherspoon
Rubin Chaimov	4	Theodore Pappas	Kimberly R West	2	Altig-Orlovic	Lynn Jenkins	2	Hart-McCallum	James Cassie	2	Tom Williams

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ryan Fickert	43	Zachary Hart	Patrick Stenglein	33	Altig-Orlovic	Syed Quadri	14	Theodore Pappas			

NEW ASSOCIATE— \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA— at least two new associates during the month
MGA— at least three new associates during the month
RGA— top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY RECRUITING PROGRAM



Legacy Recruiting provides opportunity for **all Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

TOP PAYOUTS* SEPTEMBER

TOTAL PAYOUT: \$364,728 **TOTAL QUALIFIERS: 716**



Linda Lucaj
\$8,081

Zachary Hart



Thomas Phillips
\$4,791

Samantha Chui



Melissa Tatum
\$3,807

Ryan Giddens



Delvin Lanier
\$3,224

Jamison Weatherspoon



Ana Dominguez
\$3,090

Bob Olson

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Linda Lucaj	\$ 8,081	Martin Sinishtaj	\$ 1,289	Anthony Spataro	\$ 1,100	Matthew Diulus	\$ 923	Jeffrey Espinal	\$ 718
Thomas Phillips	4,791	William Gonzalez	1,287	Liumeimuli Cocker	1,092	Christina Jauch	908	George Lahamedjian	718
Melissa Tatum	3,807	Derek Pratt	1,268	Jane Choina	1,089	Brenda	902	Sasha Domansky	713
Delvin Lanier	3,224	Jill Wilburn	1,262	Zachary Roberts	1,088	Chavarria-Sanchez		Ricardo Benson	709
Ana Dominguez	3,090	Rennie Ayers	1,254	Jared Reimel	1,081	Adam Wolcott	900	Paul M Smith	700
Faamasinoga Eneliko	2,973	Victoria Lammey	1,246	Catherine Neitzke	1,077	Aljban Jashari	895	Jaclyn Finafrock	698
Elizabeth Vega	2,744	QT Miller	1,236	Victor Ramos	1,074	Scott Davison	893	Adegbola Thompson	693
Daniel Walker	2,608	Talia West	1,234	Gaston Morales	1,073	Anacleto Arevalo	880	Stephen Jordan	690
Brooklyn Mims	2,569	Yazdi Ashkan Zeinali	1,225	Ryan Gavrilesco	1,068	Ryan Slater	879	Ashley Rust	690
Richard Schoonover	2,353	Alberto Abreu Oropeza	1,220	Carei Williams	1,060	Kevin Davis	870	Nathaniel Oliver	689
Mark Figueroa	2,247	Carla Fortner	1,211	Henry Johnson	1,054	Timothy Lum	865	Jose Diaz	685
Sabrina Francis	2,246	Michelle Martinez Aviles	1,207	Hubert Brown	1,054	Cleon Tollerson	858	Sean Jones	683
Christie Spencer	2,202	Darnell St Germain	1,207	Juan Montana	1,052	Jeremy Mullins	854	Tyler A Johnson	676
Lakeesha Graham	2,163	Dwayne Henry	1,206	Jessie Greco	1,045	Cole Hatfield	853	Heather Berg	667
David Carpenter	2,102	Zachary Henry	1,206	Joel Maldonado	1,044	Michael Clemente	845	Alisha Anderton	665
Tanis Williams	2,070	Eliana Reyna	1,199	Luke Skotnicki	1,042	Robert Bilder	839	Jasmine Gomez	664
Avery Hearn	2,050	Austin Timmons	1,194	Susana Nau	1,034	Joseph McCallister	838	Nilda Guerra	663
William Thomas	2,000	Steven Shavers	1,186	Kimberly Miller	1,033	Jennica Lindqvist	835	Winslow Choina	660
Sumedh Basani	1,980	Lisbet Leal	1,179	David Johnson	1,019	Clint Perry	825	Eric Snyder	660
Mary McMullin	1,909	Logan Akers	1,166	Sophia Jackson	1,014	Lidia Meglei	816	Zohaib Zahid	655
Brian Schmitz	1,724	Lorena Avila	1,166	Pascal Amar	1,000	Sally Beer	815	Alexandros Morisis	651
Ashley Gallegos	1,718	David Staffieri	1,161	James Blazek	1,000	Igwue Nwagwu	813	Corey Helly	646
Aaron Chen	1,712	Salahedin Salem	1,157	Jessica de Alminana	1,000	Abel Gamo	813	Ashley Flood	646
Jessica Chang	1,667	Beau Locker	1,155	Dylan Garza	1,000	Tonya Stringer	805	Trevor Mayer	641
Benjamin Varner	1,653	Janaye Powers	1,154	Carolyn George	1,000	Antonio Pacifico	796	Jake Yagjian	638
Elvis Tinaj	1,649	Kerry Matthews	1,153	Margaret Mixon	1,000	Steven Warner	795	Arush Ahuja	634
Amanda Baggett	1,601	Steven Watanabe	1,140	Shelbey Simmons	1,000	Bryanna Campos	792	Matthew Castelli	634
Bethany White	1,589	Joshua Randolph	1,139	Mardeline Tutai	1,000	Sean Sparkman	791	Bryan Chechak	632
Jessica Keefer	1,588	Austin Morrison	1,139	Judy Walker	1,000	Rebecca Cordoba	791	James M Hill	625
Tammy Harris	1,569	Sabeenan Jeyaratnam	1,124	Sooji Yang	1,000	Loua Farunia	781	Michael McKiernan	625
Julianna Nienart	1,552	Cassandra Walker	1,121	Amber Fitzmartin	999	Frank Gallegos	777	Zeinaldi Ashkan Yazdi	622
Skay Nusenu	1,519	Travis Morrow	1,119	Austin Hamilton	999	Mohammad Shean	769	Brackin Flitton	621
Mathieu Cook	1,509	Thomas Reader	1,117	Alexander Rollo	990	Angeline Harper	769	Taulant Bane	618
Santino Foti	1,434	Vincent Workman	1,115	Karen Crowe	988	Joseph Gojcay	767	Nelson Marques	616
Lincoln Dziekonski	1,429	Jordon Darby	1,114	Patricia Contreras	980	Patrick Rieger	756	Nic Iagulli	615
Christopher Bennett	1,385	Michael Snellings	1,113	Timothy Bugge	978	Corey Lumley	754	Marquel Burns	612
Michael Mandella	1,379	Carrisa Korres	1,111	Harold Durana	957	Chris La Fond	753	Marlon Louie	612
Kyle Wagner	1,365	Brandon Pinon	1,107	Daryl Graham	954	John Lamere	750	Christopher Botelho	612
Ransey Vazquez	1,363	Antonio Rocha	1,104	Michelle Goj	946	Mikhail Bencosme	744	Anthony Greco	611
Wilbert Rodriguez	1,362	Harrison Gray	1,103	Shanita Ellmers	934	John Conard	726	Britton Costa	608
Elizabeth Garcia	1,320	Courtney Torres	1,102	Jennifer Jaikes	933	Aaron Plotrowski	725	Alberto Alcalá	605
Alexander Munion	1,309	Christopher McNulty	1,101	Lars Olivan	923	Deana Plaster	719	Joseph Pizzoferrato	600

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Cory Cannataro	\$ 591	Austin W Smith	\$ 576	Daniel Franke	\$ 547	Alma Lozano	\$ 522	Sarah Vacheresse	\$ 508
Kenneth Adams	589	Emily Ramirez	570	Naomi Walker	545	Nicholas Scordos	521	Sarah Erdman	501
Iris Saavedra	586	George O'Shea	566	Miles Crudup	543	Julian Lumives	520	Charles Giaquinto	500
Erikka Michaels	585	Bradford DeLuca	565	Sheila Downey	529	Jessica Jaikes	518	Stephen Hill	500
Darrin Roberts	583	Britney Sevin	561	James Keefer	528	Alexander McGaw	511		

TOP RECRUITING AGENTS* SEPTEMBER

TOTAL LEGACY RECRUITERS: 267

TOTAL LEGACY RECRUITS: 326



Benjamin Varner
5 Recruits
Altig-Orlovic



Ransey Vazquez
5 Recruits
Bob Olson



Emil Gamidov
4 Recruits
Surace-Smith



Thomas Phillips
4 Recruits
Samantha Chui



Jessica Chang
3 Recruits
Giglione-Ackerman

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Benjamin Varner	5	Cory Cannataro	2	Charles Giaquinto	2	Chris La Fond	2	Melissa Tatum	2
Ransey Vazquez	5	Patricia Contreras	2	Lakeesha Graham	2	Beau Locker	2	Tad Teeters	2
Emil Gamidov	4	Karen Crowe	2	Joshua Haley	2	Linda Lucaj	2	William Thomas	2
Thomas Phillips	4	Lincoln Dziekonski	2	Austin Hamilton	2	Michael Mandella	2	Cleon Tollerson	2
Jessica Chang	3	Shanita Ellmers	2	Jackson Hamilton	2	Michelle Martinez Aviles	2	Hifo Tuionetoa	2
Ana Dominguez	3	Faamasinoga Eneliko	2	Corey Helly	2	Travis Morrow	2	Ryan Vance	2
Christian Gojcay	3	Ryan Fickert	2	Justin Hermann	2	Jacqueline Nutt	2	Cassandra Walker	2
Jeremy Mullins	3	Mark Figueroa	2	Stephen Hill	2	Ryan Orloski	2	Daniel Walker	2
Taulant Bane	2	Sabrina Francis	2	Sean Jones	2	AshLynn Orng	2	Adam Wolcott	2

TOP RECRUITING AGENTS* YTD

TOTAL LEGACY RECRUITERS: 2,025

TOTAL LEGACY RECRUITS: 3,490

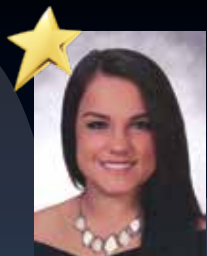
NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Ransey Vazquez	57	Daryl Graham	11	Kierra Goodwin	9	Diane Williams-Lewis	9	Nikola Subotic	8
Michelle Martinez Aviles	22	Paul M Smith	11	Steven Rios	9	Sheila Downey	8	Benjamin Varner	8
David Carpenter	15	Gregorio Albao	9	David Staffieri	9	Cole Hatfield	8	Bethany White	8
Kendall Wilson	13	Shawntae Collins	9	Francisco Vasquez	9	Joel Jesurun	8		

■ By Incentive Structure Payout. Top Legacy Recruiting Agents listed earned at least \$500.
 ▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. In case of a tie, top Legacy Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.
 ★ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

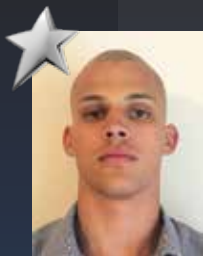
LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*



Heather Berg
Cochran-Kramme
15 Recruits
Gold



Christina Jauch
Simon Arias
15 Recruits
Gold



Andrew Siebert
Surace-Smith
10 Recruits
Silver



Justin Sutton
Ryan Giddens
10 Recruits
Silver



Jessica Chang
Gigliione-Ackerman
6 Recruits
Bronze



David Staffieri
Dustin Venekamp
5 Recruits
Bronze

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

MILLION DOLLAR CLUB

Another champion, another milestone!

Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.
Congratulations on your achievements!



George Kamel
Surace-Smith
Contracted 5/11/13
Qualified 9/30/17
\$1,006,531 Net ALP



Jesusdieu Portilus
Tom Williams
Contracted 7/14/11
Qualified 9/30/17
\$1,000,823 Net ALP



Lawrence Hauck
Steve Friedlander
Contracted 5/24/95
Qualified 9/30/17
\$1,000,699 Net ALP



HOW IS YOUR 'TITUDE?



Scott Dehning

Vice President of
Field Operations

DO YOU HAVE AN ATTITUDE PROBLEM? Do you cop an attitude when things aren't going your way?

Whether you're a sales rep or in management, each of us are faced with many adversities daily. It is how we handle these daily struggles that determine success or failure. Having a positive mental attitude (PMA) will always lead you to success with any challenge you may face and help you deal with the stress of day-to-day life at work and at home.

What is PMA? It is the ability to seek, find, and execute ways to win regardless of the circumstances you are faced with. It gives you the ability to perceive opportunity in every interaction. It keeps your mind open to conceive and receive new information and creative ideas. Anyone can develop a PMA by following these simple steps laid out by Napoleon Hill, the "Father of Positive Mental Attitude:"

1. Your attitude is the one thing over which you have complete control. It can either become your biggest asset and ally or your biggest liability and foe. It's a personal choice. You can decide to harness the power of your mind to deliver the success you desire or let it have power over you. Since you have control over nothing else, grab that control and don't waste time worrying about the things over which you have no control!
2. Every adversity carries with it the seed of an equivalent or greater benefit. Okay, so you hit an obstacle. What did you learn? How can it help you the next time it happens?
3. Find out what you want in life and get into action. Talk is cheap. Action is an investment in your future.
4. Develop the habit of always going the extra mile. Going that extra mile may put you in unfamiliar territory, but I guarantee the people you meet along the extra mile will be glad to help you navigate. These are the people to look to for support. You are only as good as the people you surround yourself with.
5. It isn't defeat that whips you, but your mental attitude toward a situation. You've heard

- of self-fulfilling prophecies, right? Why not foretell the best possible outcome?
6. You either ride life or it rides you. Your mental attitude determines who is the rider and who is the horse.
7. Keep your mind on the things you want and off the things you don't want. Again, don't waste your time!

Having the right attitude in any given situation will help you in everyday business and life. For one thing, you can adjust to other people's state of mind so that you can get along with anybody because you now have attained the art of self-control.

Once you have control of your thoughts and attitude, you can avoid the trap of taking notice of trivial circumstances. Refuse to allow them space in your head. Big people always avoid small incidents in human relations by ignoring them completely.

Remember, we all have a dual personality. One is positive and has a great capacity for belief. The other is negative and has an equally great capacity for disbelief. Place yourself on the positive side of your personality — really work at it — and the negative side won't stand a chance! ☺

START

CAREER AGENT

START YOUR CAREER

You will start your career with AIL/NILICO as a Licensed American Income/National Income appointed professional, offering supplemental insurance to working families

***\$40k-\$60k+ Annual Earnings**

LEADERSHIP ACADEMY 101

SUPERVISING AGENT

OBJECTIVES

- In collaboration with your managers (GA and MGA) recruit to build your team of 1-6 agents
- Field train new agents
- Identify potential managers in your hierarchy for SA position

BENEFITS

- Contract Promotion Opportunities
- Qualify to attend Leadership Academy 101
- Override commissions on your team
- Qualify for Leadership bonuses
- Qualify for convention based on your team's results

***\$45k-\$65k+ Annual Earnings**

GENERAL AGENT

OBJECTIVES

- In collaboration with your managers (SGA and MGA) recruit to build your team of approx. 2-3 Supervising Agents with approx. 1-6 agents per SA
- Field train new agents
- Identify potential managers in your hierarchy for SA or GA position

BENEFITS

- Increase in your personal contract
- Override commissions on your team
- Qualify to attend Leadership Academy 201
- Qualify for Leadership bonuses
- Increased residual income
- Qualify for convention based on your team's results

***\$55k-\$80k+ Annual Earnings**

LEADERSHIP ACADEMY 201

MASTER GENERAL AGENT

OBJECTIVES

- In collaboration with your managers (SGA and RGA) recruit to build your team of approx. 2-3 GAs with approx. 2-3 SAs with approx. 1-6 agents per SA
- Field train new agents
- Identify potential managers in your hierarchy for SA, GA or MGA position

BENEFITS

- Increase in your personal contract
- Override commissions on your team
- Qualify to attend Leadership Academy 301
- Qualify for Leadership bonuses
- Increased residual income
- Qualify for convention based on your team's results

***\$100k-\$200k+ Annual Earnings**

END

STATE GENERAL AGENT

OBJECTIVES

- Recruit, contract and train new agents and managers
- Identify potential managers in your hierarchy for all Leadership positions

QUALIFICATIONS

- Currently on MGA/RGA contract
- Minimum \$225,000 1st Six Mo. Agent production (Last 12 Months)

BENEFITS

- Increase in your personal contract
- Automatic vesting
- Override commissions on your team
- Opportunity to attend SGA Meetings
- Increased residual income
- Qualify for Convention based on your team's results

***\$300k-\$3.3M+ Unlimited Annual Earning Potential**

REGIONAL GENERAL AGENT

OBJECTIVES

- In collaboration with your SGA, recruit to build your team of approx. 2-3 MGAs with approx. 2-3 GAs per MGA, with approx. 2-3 SAs per GA, with approx. 1-6 agents per SA
- Identify potential managers for all levels of your hierarchy
- RGAs must have their own MGA Agency

BENEFITS

- Override commissions on all your hierarchy
- Qualify to attend Leadership Academy 401
- Qualify for Leadership/RGA bonuses
- Increased residual income
- Qualify for convention based on your team's results

***\$150k-\$400k+ Annual Earnings**

LEADERSHIP ACADEMY 301

Please refer to each local State General Agent regarding minimum standards/qualifications to qualify for contract promotion. Each State General Agent is an independent contractor appointed with American Income Life or National Income Life Insurance Company.



ROAD TO SUCCESS



1
AL ALKURDI
LOMBARD, IL



2
PRISCILA GONZALEZ
SANTA ROSA, CA



3
KATIE MASSART
COCHRANE, AB



4
JACQUELINE KABLUYEN
SANTA ROSA, CA



5
MIKE SUKHBAAATAR
JACKSON, MS



6
MICHAEL VAN DELFT
HALIFAX, NS



7
BROOKLYN MIMS
INDIANAPOLIS, IN



8
GASTON MORALES
PHOENIX, AZ



9
JOSHUA DISHONG
CLEVELAND, OH



10
CORY CANNATARO
EDISON, NJ



11
JORDON GRAHAM
SCHAUMBURG, IL



12
BRYAN JUSKIW
CLEVELAND, OH



13
ROGHIE HASSAN LOO
TORONTO, ON



14
RANDY SOULIERS
ST. JOHNS, NL



15
STEVEN SPARKES
CONCEPTION BAY, NL



16
JACOB BAZINET
BURLINGTON, MA



17
ADEM ABDULA
EDISON, NJ



18
JOACHIM JEAN
BURLINGTON, MA



19
CLINT PERRY
SANTA ROSA, CA



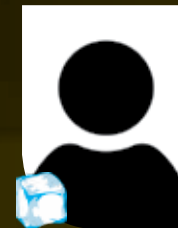
20
JASON ISANBERG
FLUSHING, NY



ICEBREAKERS
TANYA KUZMENKO
RENTON, WA



ICEBREAKERS
KLAIDI GACI
TROY, MI



ICEBREAKERS
XANDER DAVIS
CHANHASSEN, MN

SEPTEMBER

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Al Alkurdi	\$66,767		81.6	David Wang	Bob Olson
2	Priscila Gonzalez	38,239		82.6	Mark Neilson	Altig-Orlovic
3	Katie Massart	37,557		89.2	John M McGrath	Altig-Orlovic
4	Jacqueline Kabluyen	36,262		78.0	Ryan Kendl	Altig-Orlovic
5	Mike Sukhbaatar	35,651		93.3	Daniel Umbertone	Daniel Umbertone
6	Michael van Delft	35,111		83.4	Scott Wheeler	Imran Satti
7	Brooklyn Mims	31,621		74.7	Moswen Taylor	Moswen Taylor
8	Gaston Morales	28,628		73.5	Carlos Arballo	Dustin Venekamp
9	Joshua Dishong	28,109		87.0	Joshua Dishong	Surace-Smith
10	Cory Cannataro	27,588		84.7	Dominic Telymonde	Giglione-Ackerman
11	Jordon Graham	27,223		85.5	Zach Otto	Sabrina Lloyd
12	Bryan Juskiw	26,859		78.2	Daniel Hartwig	Surace-Smith
13	Roghie Hassan Loo	26,783		79.3	Roghie Hassan Loo	Josh Chalom
14	Randy Souliers	26,733		85.7	Brandon Summerton	Altig-Orlovic
15	Steven Sparkes	26,543		90.3	Brandon Summerton	Altig-Orlovic
16	Jacob Bazinet	26,349	97		Richmond Gerrish	Laura Fisher
17	Adem Abdula	23,536		76.5	Corey Helly	Giglione-Ackerman
18	Joachim Jean	22,421		79.2	Ryan Hall	Laura Fisher
19	Clint Perry	22,261		92.7	Mark Neilson	Altig-Orlovic
20	Jason Isanberg	22,186		73.7	Andy Dorf	Theodore Pappas
21	Crystal Larkins	22,017		89.3	Ryan Kendl	Altig-Orlovic
22	Myaa Fallon	21,873		85.0	Zach Otto	Sabrina Lloyd
23	John Vacca	21,490		86.2	Thomas Vena	Simon Arias
24	Alvin Ali	21,372		74.4	Doreen Ryan-Foti	Don Foti
25	Scott Florin	20,763		88.7	Michael Stuver	Zachary Hart
26	Deaveon Francisco	20,703	88		Steve Bryant	Ryan Giddens
27	Charles Gotcher	20,563		80.9	Alex Roland	Allan Jennings
28	Steven Stensrud	20,296		84.9	Steven Stensrud	Altig-Orlovic
29	Candace Dillon	20,226		87.3	Melinda-Rae Lyse	Altig-Orlovic
30	Susan Bedrossian	20,076		82.8	Begona Patino-Lopez	Cisco Perez
31	Surajit Khanna	19,919	87		Andy Dorf	Theodore Pappas
32	Hany Mikhail	19,790		86.8	George Kamel	Surace-Smith
33	Mark Lomonaco	19,279		77.6	Richard Mansfield	Altig-Orlovic
34	Tanya Kuzmenko	19,018	100		Nicholas Lorence	Altig-Orlovic
35	Landon Schlag	19,000		80.4	Matthew Turnquist	Richard Correa
36	Elizabeth Vega	18,435	100		Corey Helly	Giglione-Ackerman
37	Klaidi Gaci	18,418	88		Mark Dushaj	Zachary Hart
38	Jaiden Vu	18,327	94		Bobby Gujral	Altig-Orlovic
39	Phi Phan	18,256		73.4	Gary Slocum	Desi Dimitrova
40	Einstein Zarzuela-Mauricio	18,228	95		Johnny Ly	Giglione-Ackerman
41	Kalen Dugan	17,973	92		Harold Durana	Don Foti
42	Gian Trinidad	17,947		77.6	Harpreet Gujal	Altig-Orlovic
43	Brandon Robinson	17,910		75.6	Temeshghen Starr	Cohen-Cohen
44	Leonardo Perez	17,609		84.5	David Wang	Bob Olson
45	Chauntel Nakata	17,542		93.0	Blake Higuchi	Altig-Orlovic
46	Xander Davis	17,532	98		Ryan Stenglein	Altig-Orlovic
47	Renay Patterson	17,526	100		Darcy Schriber	Zachary Hart
48	Sarah Gilmore	17,426		82.6	Thomas Vena	Simon Arias
49	Lily Sakai	17,420		93.8	David Cohen	Cohen-Cohen
50	Richard Carter	17,152		92.4	Nicholas Lorence	Altig-Orlovic

ALL TIME RECORD: \$173,887 Net ALP — EREZ SHABTAY

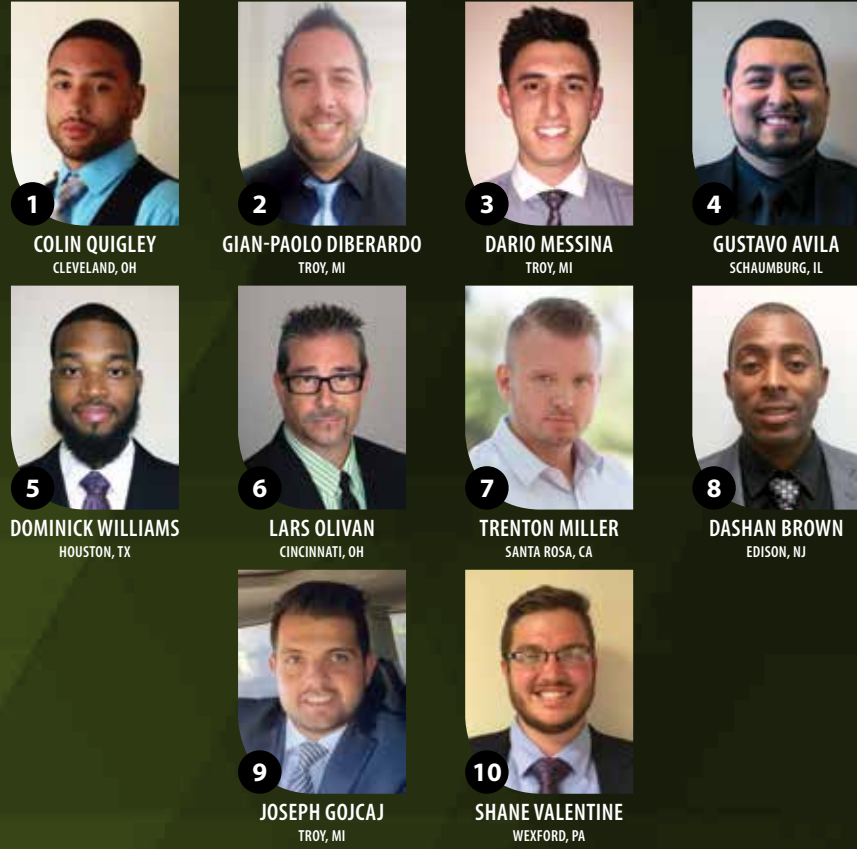
YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Al Alkurdi	\$655,382		81.6	David Wang	Bob Olson
*2	Michael van Delft	363,467		83.4	Scott Wheeler	Imran Satti
*3	Roghie Hassan Loo	300,659		79.3	Roghie Hassan Loo	Josh Chalom
*4	Mike Sukhbaatar	266,386		93.3	Daniel Umbertone	Daniel Umbertone
*5	Oleg Novitchii	264,155		80.2	Matthew Parks	Surace-Smith
*6	Katie Massart	262,879		89.2	John M McGrath	Altig-Orlovic
*7	Bryan Juskiw	240,698		78.2	Daniel Hartwig	Surace-Smith
*8	Kevin Ishikane	217,454		74.9	Blake Higuchi	Altig-Orlovic
*9	Brooklyn Mims	217,157		74.7	Moswen Taylor	Moswen Taylor
*10	Jordon Graham	213,204		85.5	Zach Otto	Sabrina Lloyd
11	Crystal Larkins	212,460		89.3	Ryan Kendl	Altig-Orlovic
12	Joey Kennedy	212,385		83.6	AshLynn Orng	Altig-Orlovic
13	Jacqueline Kabluyen	198,772		78.0	Ryan Kendl	Altig-Orlovic
14	Cory Cannataro	196,552		84.7	Dominic Telymonde	Giglione-Ackerman
15	Brian Cabral	193,270		82.4	Sara Vaz	Altig-Orlovic
16	Ryan M Vance	192,525		94.2	Marc Salvaggi	Surace-Smith
17	Johnathon Bogoslawski	187,605		76.6	Sara Vaz	Altig-Orlovic
18	Max Quasem	180,533		87.0	David Cohen	Cohen-Cohen
19	Priscila Gonzalez	174,939		82.6	Mark Neilson	Altig-Orlovic
20	Richard Carter	174,328		92.4	Nicholas Lorence	Altig-Orlovic
21	Benjamin Ainscough	171,404		84.7	Troy Plummer	Altig-Orlovic
22	Mark Lomonaco	161,609		77.6	Richard Mansfield	Altig-Orlovic
23	Alvin Ali	160,634		74.4	Doreen Ryan-Foti	Don Foti
24	Kenan Hyseni	160,088		76.7	Sara Vaz	Altig-Orlovic
25	Lily Sakai	157,155		93.8	David Cohen	Cohen-Cohen
26	David Ruhara	155,680		79.5	Richmond Gerrish	Laura Fisher
27	Muhammed Ashraf	154,554		86.9	Muhammed Ashraf	Theodore Pappas
28	Diana Al Ali	152,235		82.7	Yusef Elzein	Altig-Orlovic
29	Meardey Kim	150,331		78.8	Yusef Elzein	Altig-Orlovic
30	Ross Ewen	149,415		88.8	Kevin Holtz	Kevin Holtz
31	Joseph Sarasin	145,415		84.1	George Kamel	Surace-Smith
32	Daniel Prinzo	143,728		87.7	Marc Salvaggi	Surace-Smith
33	Joshua Dishong	143,336		87.0	Joshua Dishong	Surace-Smith
34	George Kamel	143,161		93.7	George Kamel	Surace-Smith
35	Alex Gonzales	143,031		83.4	Edward Nguyen	Mathew Hart
36	Brock Lampe	140,669		90.0	Dustin Dunbar	Dustin Venekamp
37	Yadollah Pourjalali	140,474		75.1	David Cohen	Cohen-Cohen
38	Matthew Zang	140,001		87.1	Ryan Stenglein	Altig-Orlovic
39	Tina Nelson	137,958		88.1	Johnson-Nelson	Johnson-Nelson
40	Kevin Gillum	137,251		96.2	Marc Salvaggi	Surace-Smith
41	Ronald Rivera	136,928		85.9	Sean Velasquez	Cohen-Cohen
42	Michael Botond	136,514		83.8	Alex Kae	Altig-Orlovic
43	Igor Melcharek	136,380		86.6	James Hill	Altig-Orlovic
44	Andrew Chambers	134,753		86.0	Jordan Reinhold	Philip Prata
45	Candace Dillon	133,177		87.3	Melinda-Rae Lyse	Altig-Orlovic
46	Nicholas Triantafyllidis	132,497		72.8	Philip Prata	Philip Prata
47	Jason Isanberg	130,265		73.7	Andy Dorf	Theodore Pappas
48	Bruce Tan	129,806		87.1	Bruce Tan	Altig-Orlovic
49	Phi Phan	129,480		73.4	Gary Slocum	Desi Dimitrova
50	Omar Hashimi	129,404		80.7	Don Foti	Don Foti

ALL TIME RECORD: \$779,641 Net ALP — AL ALKURDI

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

SUPERVISING AGENTS



1 COLIN QUIGLEY
CLEVELAND, OH

2 GIAN-PAOLO DIBERARDO
TROY, MI

3 DARIO MESSINA
TROY, MI

4 GUSTAVO AVILA
SCHAUMBURG, IL

5 DOMINICK WILLIAMS
HOUSTON, TX

6 LARS OLIVAN
CINCINNATI, OH

7 TRENTON MILLER
SANTA ROSA, CA

8 DASHAN BROWN
EDISON, NJ

9 JOSEPH GOJCAJ
TROY, MI

10 SHANE VALENTINE
WEXFORD, PA

SEPTEMBER

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Colin Quigley	\$41,908	\$53,860		80.0	Matthew Parks	Surace-Smith
2	Gian-Paolo Diberardo	35,845	36,076	96		Darcy Schrieber	Zachary Hart
3	Dario Messina	35,380	37,531		81.2	Mark Dushaj	Zachary Hart
4	Gustavo Avila	33,981	39,367	91		Zach Otto	Sabrina Lloyd
5	Dominick Williams	32,336	34,998	88		Erez Shabtay	Michael Vasu
6	Lars Olivan	31,399	35,052	87		David Rigney	Scott Rehberg
7	Trenton Miller	30,709	38,189	97		Mark Neilson	Altig-Orlovic
8	Dashan Brown	29,748	38,938	93		George O'Shea	Giglione-Ackerman
9	Joseph Gojcaj	28,742	25,764	97		Mark Dushaj	Zachary Hart
10	Shane Valentine	26,679	26,679	86		Matthew Diulus	Simon Arias
11	Daniel Charron	26,629	40,191		74.7	Michael Stuver	Zachary Hart
12	Victoria Varney	24,941	24,941		72.5	Anacleto Arevalo	Altig-Orlovic
13	Mark Darling	24,543	24,559	91		Britton Costa	Simon Arias
14	Aleksandra Rakovic	24,213	31,637	95		Matthew Cartwright	Chris Hernandez
15	Derek Woo	23,793	25,528		83.6	Bobby Gujral	Altig-Orlovic
16	Kyra Hopkins	23,431	25,173	90		Patrick Knouse	Slav Bitman
17	Dwayne Nabors	22,798	34,604		81.4	Ryan Stenglein	Altig-Orlovic
18	Michelle Fong	22,604	24,470		89.3	Melinda-Rae Lyse	Altig-Orlovic
19	Ronald McCormick	22,426	26,884		75.1	Joshua Crisp	Zachary Hart
20	Tad Teeters	22,238	27,380		79.8	Marc Salvaggi	Surace-Smith

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Clayton Slaughter	\$212,530	\$229,273		74.4	Erez Shabtay	Michael Vasu
*2	Antoinette Williams	203,249	215,429		76.8	Erez Shabtay	Michael Vasu
*3	Dominick Williams	198,789	211,469	88		Erez Shabtay	Michael Vasu
*4	Ronald McCormick	189,946	216,726		75.1	Joshua Crisp	Zachary Hart
*5	Shane Valentine	174,389	186,036	86		Matthew Diulus	Simon Arias
6	Justin Allain	174,079	244,923		92.1	Jesse Benwell	Imran Satti
7	Kendall Wilson	156,276	175,229		74.9	Chelsie Otto	Sabrina Lloyd
8	Kenan Hyseni	142,153	254,280		78.2	Sara Vaz	Altig-Orlovic
9	Adam Hanna	136,570	176,611		77.0	Tyler Worstell	Simon Arias
10	Dwayne Nabors	123,917	225,754		81.4	Ryan Stenglein	Altig-Orlovic
11	Ryan M Vance	123,206	365,482		90.2	Marc Salvaggi	Surace-Smith
12	Mario Hajro	122,504	180,450	91		Nicholas Scordos	Surace-Smith
13	Christopher Visnesky	119,721	167,248		80.7	Aaron Parks	Simon Arias
14	Aaron Patt	117,005	146,068	89		David Hefflin	Zachary Hart
15	Alipate Makau	112,794	238,121		88.4	Paul Kelly	Steve Friedlander
16	James Sherwood	112,692	332,585		73.6	Daniel Hartwig	Surace-Smith
17	George Bort	108,987	143,624		79.4	Nicholas Scordos	Surace-Smith
18	Bryan Hip-Kam	108,204	134,297		97.1	Yihao Chen	Altig-Orlovic
19	Daniel Charron	108,182	173,697		74.7	Michael Stuver	Zachary Hart
20	Derek Woo	106,420	112,266		83.6	Bobby Gujral	Altig-Orlovic

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCIA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

GENERAL AGENTS



1 MEGAN JOHNSON
HOUSTON, TX

2 STEVEN BAUM
SCHAUMBURG, IL

3 LANDON SCHLAG
AURORA, CO

4 CAMERON STANLEY
BURLINGTON, MA

5 JEFFREY HUDSON
TROY, MI

6 BRENT BOWLING
CLEVELAND, OH

7 SYLVAIN KALOMBO
LANHAM, MD

8 ERIC WATSON
TROY, MI

9 ROBERT ADRAHTAS
SCHAUMBURG, IL

10 THOMAS LONGINO
HOUSTON, TX

SEPTEMBER

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Megan Johnson	\$108,147	\$128,741		77.0	Erez Shabtay	Michael Vasu
2	Steven Baum	67,038	84,876		76.8	Zach Otto	Sabrina Lloyd
3	Landon Schlag	58,039	77,330	91		Matthew Turnquist	Richard Correa
4	Cameron Stanley	49,132	50,150		77.1	Richmond Gerrish	Laura Fisher
5	Jeffrey Hudson	48,705	50,188		86.3	Mark Dushaj	Zachary Hart
6	Brent Bowling	47,099	113,791		83.0	Marc Salvaggi	Surace-Smith
7	Sylvain Kalombo	45,743	61,667	96		Elyse Bryan	Souley Bah
8	Eric Watson	45,221	53,536		72.9	Darcy Schrieber	Zachary Hart
9	Robert Adrahtas	43,304	43,304		78.7	Duane Shaw	Sabrina Lloyd
10	Thomas Longino	42,343	79,913		73.9	Ernest Powell	Michael Vasu
11	Mele Makau	40,312	63,822		87.1	Paul Kelly	Steve Friedlander
12	Anthony Ferguson	38,052	50,555		77.6	Harold Durana	Don Foti
13	Tina Janti	37,715	124,365		80.8	Mark Neilson	Altig-Orlovic
14	Ariana Jones	36,399	51,042		77.7	Jason Bratin	Simon Arias
15	Deonte Jones	36,062	56,851		73.3	Michael Stuver	Zachary Hart
16	Daryl Graham	35,870	55,770		81.5	Matthew Parks	Surace-Smith
17	Mandale Tolefree	35,856	41,469		78.1	Jinelly Urena	Jose Carvajal
18	Anthony Greco	34,679	61,921	91		Patrick Knouse	Slav Bitman
19	Andrew Hynan	34,646	72,949		79.7	Ryan Stenglein	Altig-Orlovic
20	Lamar Livingston	34,346	54,403		74.7	David Hefflin	Zachary Hart

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Megan Johnson	\$1,981,440	\$2,183,697		77.0	Erez Shabtay	Michael Vasu
*2	Brent Bowling	529,355	1,514,727		83.0	Marc Salvaggi	Surace-Smith
*3	Jeffrey Hudson	516,683	540,381		86.3	Mark Dushaj	Zachary Hart
*4	Adam Chesney	491,155	583,275		82.2	Darcy Schrieber	Zachary Hart
*5	Patrycja Grudzinska	477,252	628,581		78.1	Marian Sertler	Sabrina Lloyd
6	Eric Thompson	471,593	971,330		84.6	Matthew Parks	Surace-Smith
7	Steven Baum	438,995	471,061		76.8	Zach Otto	Sabrina Lloyd
8	Tony Geer	401,859	481,202	89		Joshua Dishong	Surace-Smith
9	Andrew Hynan	387,172	670,738		79.7	Ryan Stenglein	Altig-Orlovic
10	Thomas Longino	348,577	537,771		73.9	Ernest Powell	Michael Vasu
11	Adam Kidikas	331,590	474,739		79.7	Joshua West	Michael Vasu
12	Mike Paragiou	328,512	702,956		81.6	Nicholas Scordos	Surace-Smith
13	Derek Foore	323,542	902,185		85.3	Marc Salvaggi	Surace-Smith
14	Jose Viramontes	318,642	352,328		79.8	Erez Shabtay	Michael Vasu
15	Eric Snyder	311,131	348,467		83.3	Matthew Diulus	Simon Arias
16	Robert Adrahtas	306,364	321,240		78.7	Duane Shaw	Sabrina Lloyd
17	Danielle Morales	295,303	392,386		79.5		Giglione-Ackerman
18	Joseph McCallister	293,436	394,710		73.3	Britton Costa	Simon Arias
19	Deonte Jones	288,745	538,449		73.3	Michael Stuver	Zachary Hart
20	Dean Gushi	281,851	459,802		80.8	Dan Ikei	Altig-Orlovic

ALL TIME RECORDS: \$1,565,713 1st 6 Mo Agt — MEGAN JOHNSON | \$1,751,795 Net ALP — BRENT BOWLING

MASTERGENERALAGENTS



1
EREZ SHABTAY
HOUSTON, TX



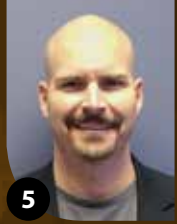
2
MARK DUSHAJ
TROY, MI



3
MATTHEW PARKS
CLEVELAND, OH



4
ANDREW WAGNER
ROCHESTER, NY



5
DARCY SCHRIEBER
TROY, MI



6
ZACH OTTO
SCHAUMBURG, IL



7
MARC SALVAGGI
CLEVELAND, OH



8
MATTHEW TURNQUIST
AURORA, CO



9
RICHMOND GERRISH
BURLINGTON, MA



10
DANIEL HARTWIG
COLUMBUS, OH

SEPTEMBER

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Erez Shabtay	\$139,744	\$166,881		77.7	Michael Vasu
2	Mark Dushaj	82,303	98,076		80.1	Zachary Hart
3	Matthew Parks	80,368	120,221		84.2	Surace-Smith
4	Andrew Wagner	80,283	169,772		74.0	Oldham-Gryska
5	Darcy Schrieber	74,657	91,680		79.7	Zachary Hart
6	Zach Otto	70,979	153,337		76.9	Sabrina Lloyd
7	Marc Salvaggi	68,721	189,999		84.1	Surace-Smith
8	Matthew Turnquist	63,276	100,334		75.6	Richard Correa
9	Richmond Gerrish	61,438	97,934		77.4	Laura Fisher
10	Daniel Hartwig	54,072	196,435		78.9	Surace-Smith
11	Joshua Crisp	53,598	73,812		76.6	Zachary Hart
12	Melinda-Rae Lyse	52,164	90,419		80.5	Altig-Orlovic
13	Ryan Wilson	51,790	130,084		75.9	Philip Prata
14	Corey Helly	51,105	96,009		76.2	Giglione-Ackerman
15	Jake Yagjian	48,264	77,734		76.2	Albert Serur
16	Jinelly Urena	46,567	61,472		72.6	Jose Carvajal
17	Elyse Bryan	45,979	80,311		79.9	Souley Bah
18	Duane Shaw	44,257	43,879		74.7	Sabrina Lloyd
19	Michael Stuver	43,086	101,870		76.6	Zachary Hart
20	Ernest Powell	42,343	80,424		72.7	Michael Vasu

ALL TIME RECORDS: \$393,922 1st 6 Mo Agt — OFA TUPOUNIUA | \$611,151 Net ALP — EREZ SHABTAY

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Erez Shabtay	\$2,081,622	\$2,443,752		77.7	Michael Vasu
*2	Marc Salvaggi	958,850	2,750,478		84.1	Surace-Smith
*3	Matthew Parks	809,568	1,773,876		84.2	Surace-Smith
*4	Ryan Kendl	690,097	1,412,268		80.7	Altig-Orlovic
*5	Daniel Hartwig	679,015	2,429,833		78.9	Surace-Smith
6	Mark Dushaj	652,074	869,922		80.1	Zachary Hart
7	Andrew Wagner	602,208	980,798		74.0	Oldham-Gryska
8	Mark Neilson	581,164	1,148,746		79.7	Altig-Orlovic
9	Joshua Krueger	564,221	796,993		79.5	Richard Correa
10	Tyler Worstell	506,790	823,392		73.2	Simon Arias
11	Zach Otto	483,373	1,261,467		76.9	Sabrina Lloyd
12	Ryan Wilson	475,957	1,204,738		75.9	Philip Prata
13	Brian Zuzick	458,963	905,789		79.8	Laura Fisher
14	Ryan Stenglein	456,111	1,249,233		80.0	Altig-Orlovic
15	Joshua Crisp	455,538	590,734		76.6	Zachary Hart
16	Elias Boles	444,306	688,792		80.0	Oldham-Gryska
17	Doreen Ryan-Foti	441,238	2,151,642		79.2	Don Foti
18	Hemerson Gonzalez	428,040	502,503	80		Beto Quintero
19	Kimberly Hamilton	428,024	827,747		75.7	Oldham-Gryska
20	Darcy Schrieber	427,031	814,081		79.7	Zachary Hart

ALL TIME RECORDS: \$2,554,545 1st 6 Mo Agt — MARIAN SERTLER | \$3,470,564 Net ALP — PATRICK BENDURE

REGIONALGENERALAGENTS



1
PATRICK BENDURE
COLUMBUS, OH



2
RYAN FICKERT
TROY, MI



3
EREZ SHABTAY
HOUSTON, TX



4
COREY HELLY
EDISON, NJ



5
MATTHEW PARKS
CLEVELAND, OH

SEPTEMBER

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Patrick Bendure	\$451,468	\$452,613		81.9	Surace-Smith
2	Ryan Fickert	326,247	508,635		76.8	Zachary Hart
3	Erez Shabtay	201,135	309,557		76.9	Michael Vasu
4	Corey Helly	190,641	346,500		73.2	Giglione-Ackerman
5	Matthew Parks	182,990	471,273		84.1	Surace-Smith
6	Michael Laramie	152,326	225,454		75.3	Michael Vasu
7	Matthew Turnquist	143,360	311,152		77.6	Richard Correa
8	Robert Janev	127,534	261,612		72.4	Sabrina Lloyd
9	Ryan K Hall	112,438	252,574		78.7	Laura Fisher
10	Thomas Vena	108,381	221,071		74.8	Simon Arias

ALL TIME RECORDS: \$669,441 1st 6 Mo Agt — ROBERT JANEV | \$1,054,102 Net ALP — MATTHEW PARKS

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Ryan Fickert	\$3,053,717	\$4,869,699		76.8	Zachary Hart
*2	Michael Laramie	2,982,953	4,189,519		75.3	Michael Vasu
3	Erez Shabtay	2,809,598	3,762,384		76.9	Michael Vasu
4	Matthew Parks	2,433,149	6,405,661		84.1	Surace-Smith
5	Patrick Bendure	1,877,969	4,520,022		81.9	Surace-Smith
6	Matthew Turnquist	1,749,010	2,843,381		77.6	Richard Correa
7	Robert Janev	1,687,891	2,836,574		72.4	Sabrina Lloyd
8	Corey Helly	1,649,015	2,692,215		73.2	Giglione-Ackerman
9	Marc Salvaggi	1,187,478	3,256,171		83.4	Surace-Smith
10	Syed Quadri	1,169,519	2,429,719		76.1	Theodore Pappas

ALL TIME RECORDS: \$5,230,627 1st 6 Mo Agt | \$7,822,932 Net ALP



GIGLIONE-ACKERMAN

RICHARD CORREA

DUSTIN VENEKAMP



ALBERT SERUR

HART-MCCALLUM

BYRON PAZ



ERIN ALLEN

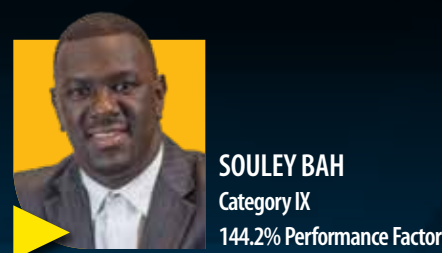
SOULEY BAH

RYAN BISANZ

TOPPERFORMANCEFACTOR ▶



ERIN ALLEN
Category VIII
164.2% Performance Factor



SOULEY BAH
Category IX
144.2% Performance Factor



BYRON PAZ
Category VII
121.5% Performance Factor

Top three every month by performance factor.

SEPTEMBER

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Giglione-Ackerman	103.5	\$338,050	\$474,000	71.3	\$417,722	\$308,000	135.6	\$755,772	12.5		74.6
II Richard Correa	94.7	\$199,751	\$303,000	65.9	\$218,700	\$177,000	123.6	\$418,452	17.4		77.6
III Dustin Venekamp	117.1	\$119,301	\$135,000	88.4	\$182,360	\$125,000	145.9	\$301,660	147.3		76.0
V Albert Serur	106.0	\$77,957	\$73,000	106.8	\$90,564	\$86,000	105.3	\$168,521	67.5		77.5
VI Hart-McCallum	103.2	\$67,448	\$65,000	103.8	\$78,004	\$76,000	102.6	\$145,451	-1.9	91	
VII Byron Paz	121.5	\$66,863	\$49,000	136.5	\$50,057	\$47,000	106.5	\$116,921	60.6		74.2
Allan Jennings	101.0	35,744	64,000	55.9	81,899	56,000	146.2	117,643	28.9		80.6
Moswen Taylor	91.9	30,214	66,000	45.8	66,213	48,000	137.9	96,427	-0.8		74.4
VIII Erin Allen	164.2	\$39,515	\$69,000	57.3	\$48,799	\$18,000	271.1	\$88,314	16.0		73.7
Johnson-Nelson	118.2	57,803	34,000	170.0	38,483	58,000	66.4	96,286	37.9	94	
Greg Graham	114.1	56,748	47,000	120.7	40,836	38,000	107.5	97,584	200.0	86	
IX Souley Bah	144.2	\$46,328	\$32,000	144.8	\$34,474	\$24,000	143.6	\$80,802	94.6	90	
Randall Cook	105.9	53,670	54,000	99.4	29,233	26,000	112.4	82,904	20.8		75.2
X Ryan Bisanz	98.1	\$37,899	\$32,000	118.4	\$17,100	\$22,000	77.7	\$54,999	662.5		78.7

YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Surace-Smith	111.1	\$4,397,641	\$4,140,000	106.2	\$8,133,563	\$7,011,000	116.0	\$12,531,203	32.2		83.3
Altig-Orlovic	96.9	10,855,867	11,433,000	95.0	20,356,824	20,588,000	98.9	31,212,691	13.5		78.9
Zachary Hart	93.2	3,928,025	3,915,000	100.3	2,642,798	3,069,000	86.1	6,570,822	14.8		77.1
Simon Arias	91.6	4,758,715	5,457,000	87.2	4,904,636	5,106,000	96.1	9,663,351	0.6		76.4
Giglione-Ackerman	90.7	3,313,577	4,266,000	77.7	2,875,192	2,772,000	103.7	6,188,769	-0.3		74.6
II Michael Vasu	104.5	\$3,798,804	\$2,781,000	136.6	\$1,783,241	\$2,466,000	72.3	\$5,582,046	26.4		75.3
Tom Williams	98.0	1,498,681	1,413,000	106.1	2,619,766	2,916,000	89.8	4,118,448	14.9		72.0
Richard Correa	95.5	2,551,341	2,727,000	93.6	1,550,656	1,593,000	97.3	4,101,997	10.4		77.6
Cohen-Cohen	91.7	1,261,286	1,521,000	82.9	3,183,433	3,168,000	100.5	4,444,718	12.5		79.0
III Dustin Venekamp	137.4	\$1,406,397	\$1,215,000	115.8	\$1,789,755	\$1,125,000	159.1	\$3,196,152	78.6		76.0
Matt Henderson	103.0	1,436,137	1,800,000	79.8	1,442,974	1,143,000	126.2	2,879,111	15.9		74.0
IV Cindy Furer	97.5	\$572,879	\$549,000	104.3	\$1,118,333	\$1,233,000	90.7	\$1,691,212	15.5		77.0
Mathew Hart	94.8	893,879	1,215,000	73.6	1,149,236	990,000	116.1	2,043,115	15.7		74.6
V Ryan Giddens	98.2	\$894,584	\$855,000	104.6	\$545,287	\$594,000	91.8	\$1,439,871	19.6		72.3
Albert Serur	97.6	633,041	657,000	96.4	764,958	774,000	98.8	1,397,999	22.3		77.5
VI Jeremy Welch	105.3	\$603,207	\$891,000	67.7	\$372,825	\$261,000	142.8	\$976,032	9.3		76.1
Hart-McCallum	98.1	166,257	195,000	85.3	252,757	228,000	110.9	419,015	-9.5	91	
VII Byron Paz	133.8	\$626,726	\$441,000	142.1	\$530,525	\$423,000	125.4	\$1,157,251	77.4		74.2
Allan Jennings	106.8	494,543	576,000	85.9	644,160	504,000	127.8	1,138,703	45.8		80.6
Travis Moody	93.3	376,723	423,000	89.1	675,897	693,000	97.5	1,052,621	12.6		82.2
Moswen Taylor	91.1	394,134	594,000	66.4	500,855	432,000	115.9	894,989	0.9		74.4
VIII Erin Allen	110.7	\$374,062	\$621,000	60.2	\$261,172	\$162,000	161.2	\$635,234	9.9		73.7
Greg Graham	106.4	196,522	235,000	83.6	245,403	190,000	129.2	441,925	20.6	86	
IX Souley Bah	142.5	\$236,645	\$160,000	147.9	\$186,520	\$136,000	137.1	\$423,166	341.0	90	
Randall Cook	111.0	457,126	486,000	94.1	299,267	234,000	127.9	756,393	26.5		75.2
X Ryan Bisanz	95.5	\$327,957	\$288,000	113.9	\$152,624	\$198,000	77.1	\$480,580	86.8		78.7

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-X and Start-Up with minimum 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-X and Start-Up will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

CATEGORY I



1

MALKA ARONY
CAVE CREEK, AZ



2

BRENDA DI SOMMA
SOMERSET, NJ

CATEGORY II



1

DAVID SCALISI
MANLIUS, NY



2

TRAVIS DANIELS
CHESAPEAKE, VA

CATEGORY III



1

GARY ROTHMAN
LAGUNA NIGUEL, CA



2

TIM O'CONNOR
YUKON, OK

CATEGORY IV



1

TOMMY FLYNN
SPOKANE, WA



2

SHANNON BENNETT
ROCKWALL, TX

CATEGORY V



1

MICHAEL COOPER
DES MOINES, IA



2

LOU NELL BUSBY
HENDERSON, TN

CATEGORY VI



1

STEPHANIE BAUMANN
SPOKANE, WA



2

MARK FLEMM
LEECHBURG, PA

CATEGORY VII



1

BERNARD WEAVER
DOWNTOWN, PA



2

RALPH BEARD
FRANKLIN, TN

CATEGORY VIII



1

LISA QUEENER
SUMMERSVILLE, WV



2

KEVIN MCKEEN
WATERVLIET, NY

1ST SIGNED TG



M'CHEL HELGESON
GLENORA, CA

TOP MANAGERS

CATEGORY I



1

BRIAN RYAN
MORTON, PA

CATEGORY II



1

CARMELLA SWANSON
RANCHO SANTA MARGARITA, CA

CATEGORY III



1

JT TASKER
NORTH CHILI, NY

INDIVIDUAL REPS: SEPTEMBER

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Malka Arony	12,802	2,792	458.5
	2	Brenda Di Somma	4,520	1,815	249.1
	3	Jessica Treybick	3,169	1,644	192.7
II	1	David Scalisi	2,790	1,135	245.8
	2	Travis Daniels	2,090	1,418	147.4
	3	Pam Monetti	1,535	1,337	114.8
III	1	Gary Rothman	932	993	93.8
	2	Tim O'Connor	988	1,098	89.9
	3	Sue Akers	2,477	882	280.8
IV	1	Tommy Flynn	2,929	898	326.2
	2	Shannon Bennett	2,559	856	299.0
	3	Michael Cooper	1,983	780	254.2
V	1	Lou Nell Busby	966	770	125.5
	2	Amanda Cross	922	767	120.2
	3	Stephanie Baumann	2,130	669	318.4
VI	1	Mark Flemm	1,708	705	242.3
	2	Lisa West	1,361	675	201.6
	3	Bernard Weaver	1,207	626	192.8
VII	1	Ralph Beard	882	516	170.8
	2	Jeffrey Hapke	993	591	168.0
	3	Lisa Queener	520	124	419.0
VIII	1	Kevin McKeen	1,166	461	252.9
	2	Wendy Sundeen	780	489	159.5
	3	Tommy Flynn	2,929	898	326.2
Rookie	1	Tommy Flynn	2,929	898	326.2
IceBreaker	1	Lisa Queener	520	124	419.0

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Brenda Di Somma	20,972	16,336	128.4
	2	Malka Arony	29,445	25,128	117.2
	3	Robin Andrade	20,926	20,179	103.7
II	*1	David Scalisi	17,671	10,214	173.0
	2	Lori Vaughn	17,840	10,532	169.4
	3	Pam Monetti	15,932	12,035	132.4
III	*1	Tim O'Connor	13,968	9,884	141.3
	2	Leo VanDenBussche	10,266	8,884	115.6
	3	Gary Rothman	9,438	8,936	105.6
IV	*1	Lisa Bennett	11,588	7,963	145.5
	2	Patrena Smith	10,319	7,991	129.1
	3	Sue Akers	9,316	7,940	117.3
V	*1	Michael Cooper	10,053	7,022	143.2
	2	Lou Nell Busby	9,833	6,931	141.9
	3	Stephen Matous	8,922	7,534	118.4
VI	*1	George Murry	8,159	6,211	131.4
	2	Lisa West	7,511	6,074	123.7
	3	Dee Hettinger	7,792	6,428	121.2
VII	*1	Sarah Thomson-Dufrechou	7,092	5,617	126.3
	2	Holland Harriss	4,563	4,642	98.3
	3	Jeffrey Hapke	5,031	5,318	94.6
VIII	*1	Rebecca Klebsch	8,626	4,374	197.2
	2	Jason Panzera	7,468	4,472	167.0
	3	Katy Hogge	7,052	4,310	163.6

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: SEPTEMBER

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Brian Ryan	9,707	7,576	128.1
	2	Dawn Trudden	9,654	8,926	108.2
II	1	Carmella Swanson	15,632	5,713	273.6
	2	Katherine Pratt	6,056	4,390	138.0
III	1	JT Tasker	5,725	4,121	138.9
	2	Billy Sauers	3,872	4,005	96.7

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Cindy Cleary	63,498	52,570	120.8
	2	Beth Farm	53,967	57,445	93.9
II	*1	Christa Davis	46,190	42,408	108.9
	2	Rosanna Gill	37,602	39,425	95.4
III	*1	JT Tasker	44,995	37,092	121.3
	2	Amanda Mlinaz	26,495	25,725	103.0

MOST CARDS GENERATED: YTD

- 1 **MALKA ARONY**
29,445
- 2 **BRENDA DI SOMMA**
20,972
- 3 **ROBIN ANDRADE**
20,926



1






MALKA ARONY
CAVE CREEK, AZ

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS

1	2	3	4	5
				
\$11,058 Bob Olson	\$8,497 Altig-Orlovic	\$6,299 Daniel Umbertone	\$6,293 Imran Satti	\$5,977 Altig-Orlovic

SEPTEMBER BONUS LEADERS

PAYOUT: \$1,957,777

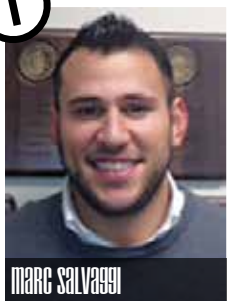
QUALIFIERS: 3,737

<p>\$ 11,058 Al Alkurd 8,497 Katie Massart 6,299 Mike Sukhbaatar 6,293 Michael van Delft 5,977 Priscila Gonzalez 5,852 Jacqueline Kablyuen 5,697 Joshua Dishong 5,443 Jordon Graham 5,259 Randy Souliers 5,127 Steven Sparkes 4,958 Cory Cannataro 4,709 Steven Stensrud 4,695 Brooklyn Mims 4,554 Gaston Morales 4,326 George Kamel 4,318 Bryan Juskiw 4,312 Myaa Fallon 4,145 Jacob Bazinet 4,046 John Vacca 4,036 Joachim Jean 4,019 Crystal Larkins 3,994 Joseph Sarasin 3,988 Roghie Hassan Loo 3,959 Charles Gotcher 3,829 Shome Brown 3,717 Lily Sakai 3,665 Scott Florin 3,628 Richard Carter 3,530 Susan Bedrossian 3,511 Candace Dillon 3,447 Chantel Nakata 3,447 Austin W Smith 3,420 Hany Mikhail 3,400 Jason Lasure 3,357 Adem Abdula 3,311 Melinda Skinner 3,271 Jason Isanberg 3,252 Lauran Houck 3,172 Surajit Khanna 3,130 Alvin Ali 3,104 Daniel Prinzo 3,093 Jaiden Vu 3,077 Brock Lampe 3,072 Benjamin Ainscough 3,044 Oleg Novitchii 3,038 Asiguy Haugabook</p>	<p>\$ 3,002 Sarah Gilmore 2,980 Deaveon Francisco 2,969 Mark Lomonaco 2,855 Leonardo Perez 2,813 Kristina Joachim 2,801 Phi Phan 2,788 Paul M Smith 2,786 Renay Patterson 2,731 Ryan Vance 2,710 Gian Trinidad 2,697 Klaidi Gaci 2,696 Landon Schlag 2,642 Eric LaBossiere 2,640 Tiffany Hamouché 2,627 Xander Davis 2,623 Clint Perry 2,619 Ross Ewen 2,611 Ikram Al-Shobaki 2,598 Brandon Robinson 2,574 Elizabeth Vega 2,574 Raynaldo Lafontant 2,574 Derek Woo 2,562 Kalen Dugan 2,515 Tanya Kuzmenko 2,509 Michael Glynn 2,490 Tomarus Burks 2,478 Samson Adelfufosi 2,476 Kevin Ishikane 2,471 Alma Lozano 2,467 Joey Kennedy 2,456 Avery Allmond 2,451 Andrew Haskins 2,450 Michael Scatena 2,448 Kevin Gillum 2,448 Kashala Guiden 2,444 Darrell Sarmiento 2,411 Dustin Edgell 2,409 Milena Arceo 2,406 Gary Bias 2,391 Alipate Makau 2,382 Francesca Costanzo 2,370 Joseph Corwin 2,370 Amy Shui 2,369 Elhanan Sing 2,362 Max Quasem 2,362 Andrew Chambers</p>	<p>\$ 2,357 Kellen Knapton 2,322 Michael May 2,309 Luke Skotnicki 2,306 Jose Rubio 2,302 Joshua C Rodriguez 2,300 Mark Diskin 2,274 William Parmeter 2,270 Jonathan Maust 2,251 Michael Battaglio 2,244 Tina Nelson 2,229 Igor Melcharek 2,228 Ellen Schultz 2,226 Samuel Crish 2,216 Dueddy 2,215 Ed Olfert 2,205 Sacramento Juarez 2,183 Nicholas Triantafyllidis 2,159 Godwill Barungi 2,158 Matthew Castelli 2,134 Mary Franklin 2,132 Corey LaVigne 2,131 Alexandra Lipari 2,130 Jessica D Smith 2,130 Jammal Coleman 2,107 Aaren Sellers 2,106 Thornton Lampley 2,097 Omar Hashimi 2,090 Christopher Hensley 2,089 Blake Murphy 2,077 David Rockway 2,075 Kelly McDonald 2,073 Jocelyn Appleton 2,072 Keona France 2,066 Serena Joseph 2,053 Mario Hajro 2,048 Ryan Dean 2,033 James Tierney 2,027 Greta Wilson 2,025 Lincoln Dziekonski 1,998 Marcus Piccirilli 1,997 Zachary Button 1,997 James Sherwood 1,995 Michael Burningham 1,994 Anthony Petrosky 1,988 Samantha Chamberlain 1,987 Tina Janti</p>	<p>\$ 1,962 Linda Biegert 1,959 David Rigney 1,958 Marquel Burns 1,956 Mark Harhager 1,949 Einstein Zarzuela 1,938 Diana Al Ali 1,934 Dustin Grubbs 1,934 Linda Lucaj 1,926 Christopher Lighty 1,909 Joey Sales 1,908 Damaris Trejo 1,902 Claudia Jacquet 1,896 Timothy Silva 1,888 Tiffany Heppler 1,882 Alexis Pineiro 1,873 Matthew Lehman 1,863 Lleison Martinez 1,861 Adrian Kryczka 1,859 Brandon Vorous 1,840 Myra Espinoza 1,836 David Ruhara 1,833 Elias Saleh 1,827 Matthew J Miller 1,826 Brian Cabral 1,825 Ifeanyi Ufondu 1,824 Ashley Hutson 1,818 Shaun Smith 1,808 Hanbo Xu 1,804 Lindsey Dettwiller 1,802 Raymond Angeles 1,796 Chester Leone 1,794 Dustin Nispel 1,793 Edmaggie Myrthil 1,784 Irica Tise 1,783 Scott Remmey 1,767 Eric Peyton 1,761 Iffrah Tahir 1,759 Wilbert Rodriguez 1,758 Jaclyn Little 1,756 Clayton Slaughter 1,755 William Krekler 1,754 Alex Gonzales 1,741 Stanislav Moanda 1,737 Gustavo Rivera-Delgado 1,737 Hector Sartori 1,732 David Hrobochak</p>	<p>\$ 1,731 Richard Bentley 1,722 Andrew Siebert 1,721 Daymon Green 1,717 Sina Heak 1,715 Elizabeth Garcia 1,708 Paul Torman 1,704 Alon Barnur 1,704 Abyssinia 1,701 Hammouri-Davis 1,699 Alexander Pham 1,699 Eli Parra 1,696 James Snipes 1,695 Ronald Rivera 1,692 Brianna Abedrabbo 1,689 Yazdi Ashkan Zeinali 1,677 Zonia Ramirez 1,669 Jennifer Barnes 1,663 Herivelto Pereira 1,663 Erin Moyer 1,661 Jacky Shaw 1,657 Daniel Deufel 1,655 Manale Elawad 1,653 Yadollah Pourjalali 1,653 Michael Bess 1,647 Brandon C Johnson 1,643 Mike Allen 1,642 Maren Conway 1,641 Maria Diringner 1,638 Ashley Wenning 1,635 Daniel Martinsen 1,625 Manique Sala 1,623 Gregory VanSuch 1,617 Carolyn George 1,616 Christabel Ornelas 1,615 Asher Friedman 1,610 Benito Menchaca 1,606 Cameron Ashcroft 1,603 Mark Lahijani 1,602 Andrew Bishop 1,600 Albert Olesko 1,590 Shonda Lewis 1,589 Michael Jennings 1,588 Charisma Dezonie 1,584 Trenton Miller 1,582 James Clark Jr 1,579 Alma B Gonzalez</p>	<p>\$ 1,578 Brandy Cothrum 1,574 Matthew Conrad 1,571 Maria Manahan 1,569 Colin Hill 1,569 Jared Guglielmino 1,567 Peter Gabranski 1,557 Emily Reyes 1,556 Heather R Smith 1,553 Christopher Walker 1,553 Therese Bolese 1,552 Matthew Hopkins 1,543 Shavorne Hudson 1,541 Benjamin Baker 1,538 Sally Wilson 1,533 Joshua Hammond 1,528 Patrick Donovan 1,521 Fran Kolos 1,520 Randa McCarty 1,509 Ruben Soberanes 1,506 Richard Millington 1,505 Craig Strompf 1,504 Kendrick Lane 1,502 Bridget Lasley 1,498 Dylan Murphy 1,495 Riley Peters 1,494 Victor Goodman 1,486 Tasha Tucker 1,486 Evan Holzhauer 1,485 Sylvain Kalombo 1,484 Corey Bednarz 1,482 Daniel J Johnson 1,478 Benjamin Twerskoi 1,476 Miguel Alicea Ramirez 1,474 Gloria Mendoza 1,473 Gerald Dodson 1,466 Susan Cousineau 1,466 Kurt Overy 1,463 Cynthia Couttolenc 1,460 Stuart Pagan 1,459 Maurice Baritz 1,455 Keith Dymnioski 1,454 Ian Pickett 1,453 Blake Tomblin 1,453 Mynor Lemus 1,452 Ian Rouleau 1,451 Ashley Morris</p>	<p>\$ 1,450 Abraham Esquivel 1,449 Anthony Chirico 1,449 Kamaile Viena 1,448 Casey Riddle 1,435 Robin Delahoussaye 1,433 Robert Trypus 1,430 Mathieu Cook 1,428 Andrea Kessler 1,423 Jason Pavunkovic 1,420 Jermaine Dorsey 1,415 Christopher Bennett 1,412 Margaret Kalina 1,410 Lam Trang 1,408 Victoria Lopes 1,407 Jessica Boss 1,405 David Staffieri 1,404 Sohroub Zebarjadi 1,402 Tanya Sutton 1,401 Trevon Brown 1,400 Bennett Williams 1,398 Glenn Hampton 1,396 Deonte Jones 1,395 Kaitlyn Brandt 1,394 Toakase Kau 1,394 Gregory McDuffie 1,388 Dave Blaye 1,387 Lee van Delft 1,385 Adam Guerra 1,384 Aaron Piotrowski 1,382 Sarah Herbold 1,382 Daniel Schwartz 1,375 Paul Slusser 1,373 Cameron Bloomer 1,371 Jennifer Ragan 1,367 Ashley Rust 1,364 Jacob Brown 1,360 Ryan Ohm 1,360 Tiare Hubbard 1,359 Paul Dak 1,354 Eduardo Hernandez 1,349 Kelly Yingling 1,348 Bryan Czajkowski 1,344 Aljiban Jashari</p>	<p>\$ 1,344 Corey Fjerstad 1,344 Sam Chan 1,337 Mary Robinson 1,336 Trace Johnson 1,336 Matthew Zang 1,334 Jorge Leon 1,332 Amir Younis 1,328 David Do 1,329 Octavio Villa 1,329 Robert Ulreich 1,328 Brandon Minor 1,328 Joseph Massucci 1,327 Joanna Hansen 1,327 Phillip Waisman 1,326 Steven Valentim 1,326 Sherryce Butler 1,324 Daniel Perkins 1,325 Samuel Barriere 1,321 Jorge Toribio 1,318 Joshua Yurinko 1,315 Kevin Hastings 1,314 Erna Gasanin 1,313 Derek Schmidt 1,312 Quewandra Daniel 1,309 Sean Brannan 1,307 Nicole Palmer 1,304 Dianna Brown 1,303 Leodany Martinez Caldera 1,301 Susan daCruz 1,299 Brittany Ketner 1,296 Abby Roman 1,293 Marco Camire 1,290 Orett Nelson 1,288 Kevin Johnson 1,288 Venita Allen 1,284 Michael Tolman 1,283 Asad Ahmed 1,282 Patrick Locke 1,282 Avudulla Sela 1,281 Laurekins Pardovani 1,278 Sharif Grays 1,274 Dana Velez 1,270 Daniel Heath</p>	<p>\$ 1,267 David Lu 1,267 Christopher Rodriguez 1,267 Hunter Welty 1,265 Jawara Bridges 1,261 Mohammad Wael Taher 1,260 Phillip Blackmon 1,258 Brian Woodland 1,258 Tony Georges 1,255 Rafael Alfaro 1,253 Ilesha Perry 1,253 Jennifer Holliday 1,253 Jonathan Giaco 1,250 Bernadette Bardon 1,249 Jessica Jaikes 1,247 Sherryce Butler 1,247 Daniel Perkins 1,247 Deborah Mitchell 1,245 Justin LoPatriello 1,242 Kascey Williamson 1,240 Mark Dresaj 1,239 Jesse Yu 1,238 Andrew Severson 1,237 Joel Trask 1,235 Brendon Roman 1,235 Ryan Misner 1,233 Fabian Aniekwensi 1,225 Elba Diaz 1,221 Brandon Haley 1,220 Joshua Morris 1,218 Daniel Rocha 1,217 Kristi Stephens 1,212 Brittany Smart 1,212 Charles Belt 1,210 Mollie Uphoff 1,210 Ryan Bevan 1,206 Dina Boghdady 1,201 Kaitlyn Everts 1,200 Austin Timmons 1,198 Joshua Pinckney 1,197 Stephanie Novel 1,197 Stella Roznovan 1,196 J-Nick Engchij 1,194 Conor McGowan</p>	<p>\$ 1,191 Mary Cummings 1,190 Carl Isidore 1,188 Christopher Leasure 1,188 Karen Fleming 1,187 Peter Kaplanis 1,185 Ericka Martinez 1,179 Joshua Rausser 1,179 Lafi Papalii 1,176 Thomas Reader 1,174 Corinne Gamble 1,173 Domingo Rojas 1,172 Joseph Elliott 1,172 Patrycja Grudzinska 1,171 Rochelle Weber 1,168 Austin A Smith 1,168 Matthew Russell 1,162 Wendell Lenton 1,161 Ronald Davis 1,160 Vai Meng Ho 1,157 Jesus Tolentino 1,155 Jalyn Jones 1,155 Jeremy Engrav 1,154 Aubrey Kettle 1,154 Pablo Zetina 1,154 Bruce Tan 1,153 Jesse Bachrach 1,149 Dora Solis 1,148 Immacula Didier 1,147 Evelyn Howell 1,147 Charles Giaquinto 1,146 Brian Seymour 1,142 Elvis Durakovic 1,140 Barbara Escalante-Martinez 1,139 Jagdish Sukhu 1,136 Janel Wilder 1,135 Gladis Orozco 1,130 Sergio Joaquin Haro 1,127 Richard Tucker 1,126 Aileen Varela 1,122 Daryl Graham 1,121 Karen Sessing 1,120 Filiberto Carreno</p>	<p>\$ 1,116 Arthur Kicknosway 1,113 Antonio Pacifico 1,110 Eyad Kutkut 1,103 Conzita Goveas 1,099 Robert Ward 1,099 Tabitha Witherell 1,098 LC Clark 1,096 Tyler A Johnson 1,096 Noah Bort 1,094 Riche Haye 1,093 Spencer Simmons 1,092 Dia Ghandour 1,092 Adrain Alfred 1,089 Brook Latham 1,088 Avery Prince 1,088 Vai Porto 1,085 Muhammed Ashraf 1,080 Sebastiano Dolce 1,080 Vai Meng Ho 1,079 Kimberly Quinn 1,078 Kasali Kotun 1,078 Chad Burman 1,078 Taylor Nathaniel 1,078 Nadia Diberardo 1,074 Erika Michaels 1,073 Amanda Temperton-Ouderkirk 1,073 Rafaela Krohling 1,073 Denzel Covington 1,072 Matthew Dzurilla 1,070 Cory McNutt 1,069 Gabriela Reyna 1,069 Bryson Mora 1,066 Jeffery Roland 1,066 Bennett Smith 1,063 Johnny Ly 1,059 Benjamin Wechsler 1,057 Ala Awad 1,054 Marian Johnson 1,053 Eric Callejas 1,051 Bernadette Casciato 1,050 Adegbola Thompson 1,050 Timothy Copenhaver</p>	<p>\$ 1,050 Taylor Black 1,049 Clinton Kerbs 1,048 Andrew Durby 1,045 Quinn Allen 1,042 Dayne Dunn 1,036 Virakbot Oung 1,035 David Eggleton 1,035 Jason Bothwell 1,032 Jonathan Kinnard 1,030 Ranjana Chopra 1,027 Erica Robertson 1,027 Kristi Weeks 1,026 Evan VanErt 1,025 Tanis Williams 1,023 Kristi Henry 1,017 David Liniewski 1,016 Brian Brantner 1,013 Justin Chaffee 1,013 Juan Nunez 1,012 Matias Orrego 1,011 Scott Matyac 1,011 James Carpio 1,010 Kristopher Fisher 1,010 Mabel Balbuena 1,008 Raymond Praytor 1,006 Angela Lowry 1,006 Andrew Ball 1,005 Logan Klink 1,005 Evett Bryan 1,003 Jose O Garcia 1,003 Kevin Langlais 1,003 Benton Tong 1,001 Tony Geer 1,000 Natrisha Hillier</p>
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WGB recognition is based on \$1,500 weekly ALP minimum achievement level


LEADERSHIP BONUS

1




MARC SALVAGGI
\$32,133
Surace-Smith

2




DANIEL HARTWIG
\$26,635
Surace-Smith

3




EREZ SHABTAY
\$24,842
Michael Vasu

4



MARK NEILSON
\$23,455
Altig-Orlovic

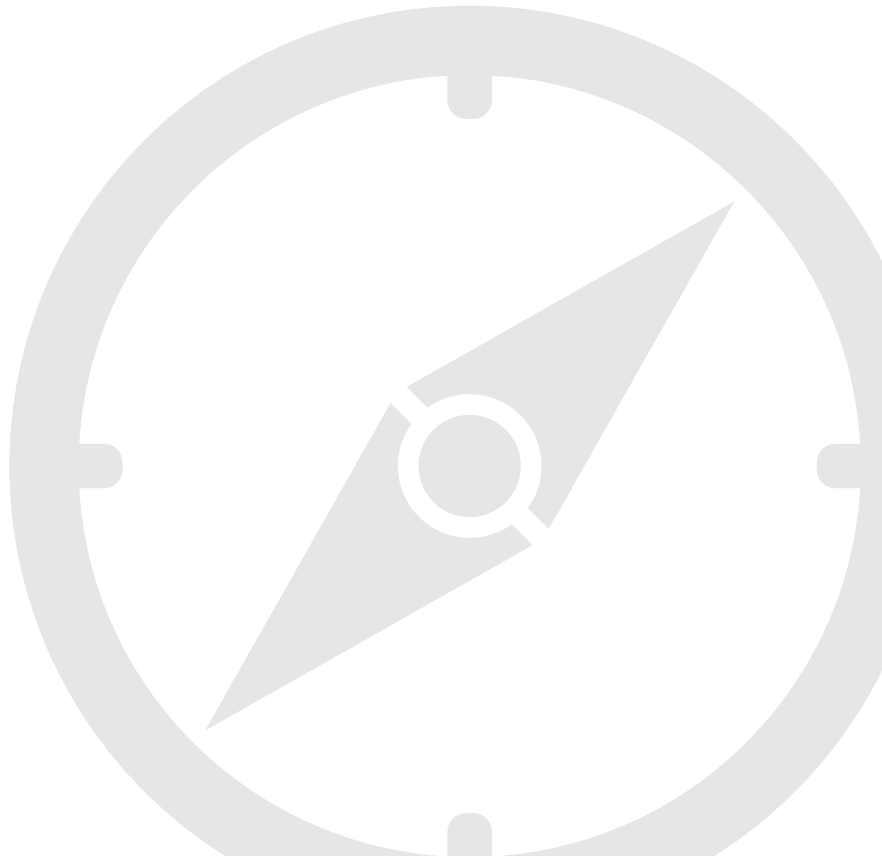
5



ZACH OTTO
\$21,392
Sabrina Lloyd

SEPTEMBER BONUS LEADERS PAYOUT: \$1,686,599 QUALIFIERS: 697

<p>\$ 32,133 Marc Salvaggi 26,635 Daniel Hartwig 24,842 Erez Shabtay 23,455 Mark Neilson 21,392 Zach Otto 19,106 Matthew Parks 18,571 Ryan Stenglein 17,287 Doreen Ryan-Foti 17,162 Blake Higuchi 16,249 David Wang 15,153 Andrew Wagner 14,671 Ryan Kendl 14,583 Ryan Wilson 14,049 Mark Dushaj 13,992 Scott Wheeler 13,991 Robert Kanaan 13,842 Corey Helly 13,023 Richmond Gerrish 12,735 Brian Zuzick 12,695 Nicholas Scordos 12,134 Michael Stuver 12,100 Sean Velasquez 11,572 Alex Roland 11,562 Matthew Conrad 11,478 Bobby Gujral 10,817 Morgan Lobello 10,559 Elyse Bryan 10,538 Dustin Dunbar 10,458 Ernest Powell 10,152 Matthew Turnquist 10,099 Reynolds Akuamo 9,771 Michael Gerstein 9,598 Joshua Crisp 9,435 Britton Costa 9,428 Alma Lozano 9,293 Nicholas Lorence 9,254 Darcy Schrieber 9,145 Dominic Telymonde 9,016 Daniel G. Johnson 9,014 Joshua Dishong 8,976 Thomas Vena 8,901 John M McGrath 8,795 Harold Durana 8,683 Paul Kelly 8,483 Steven King 8,441 Sara Vaz</p>	<p>\$ 8,339 Ryan Hall 8,330 Tyler Worstell 8,291 Melinda-Rae Lyse 8,236 Tina Janti 8,086 Dustin Dunlap 7,826 Jason Bratin 7,806 David Hefflin 7,505 Jonathan Emura 7,484 Shahab Mahdavejad 7,472 Glenn Martin 7,465 George Kamel 7,431 Brandon Summerton 7,325 Jake Yagjian 7,189 Mark Dushaj 6,985 Roger Fung 6,893 Patrick Stenglein 6,878 Atta Saleh 6,689 Bruce Viaje 6,613 Joshua Randolph 6,601 Elias Boles 6,571 Deana Plaster 6,554 Alix Albright 6,468 Joshua Olin 6,439 Richard Mansfield 6,316 Janet Quintana 6,277 Jeffery Thiel 6,140 Beau Locker 6,049 Brent Bowling 5,931 Duane Shaw 5,924 Ashlynn Orng 5,881 Rodney Ward 5,694 Dan Ikei 5,642 George O'Shea 5,617 Jinelly Urena 5,616 Edward Nguyen 5,600 Joshua West 5,525 Matthew Dilus 5,519 Chris La Fond 5,492 Corey Hallam 5,462 Luay Ghawi 5,352 Yurij Kosovan 5,345 Ryan McIntosh 5,335 Kaitlyn Brandt 5,308 Anita Ferris 5,294 Daven Hermosura 5,114 Nacole Newbold</p>	<p>\$ 5,113 Jesse Benwell 5,090 Stephanie Lovins 5,054 Gary Slocum 4,970 Jonni Ng 4,923 Rachel Brown 4,917 DeAnthony Hartman 4,783 Michael Clemente 4,765 Carlos Arballo 4,717 Megan Johnson 4,712 Charles Forshee 4,694 London Burnett 4,634 Begona Patino-Lopez 4,620 Bobby Szwaja 4,607 Brian Schreiter 4,576 Aaron Parks 4,571 Levar Morgan 4,531 David Rigney 4,497 Ricardo Subero 4,434 Jeremy Rivers 4,411 Casey Kunash 4,368 Joshua Krueger 4,325 Kimberly Hamilton 4,311 Justin Adams 4,300 Nasr Quadri 4,254 Patricia Cicerale 4,208 William Robinson 4,196 Paul M Smith 4,159 Timothy Bugge 4,149 Brody Maughan-Evanson 4,121 Jorge Guerra 4,048 Alan Sedaghat 4,003 Joseph Sarasin 4,002 Mike Paragiou 3,920 Jeffrey Hall 3,912 Alex Kae 3,906 Matthew Cartwright 3,891 Michael Mandella 3,867 Shalom Chaimov 3,849 Daniel Dunham 3,849 Daniel Dunham 3,654 Michael DeGiovanni 3,643 Yurij Kosovan 3,621 Raynaldo Lafontant 3,600 Nic Iagulli 3,597 Constance Tuiteleleapaga 3,575 Marisa Willgruber 3,575 Jeramey Pitman</p>	<p>\$ 3,510 Jacqueline Kabluyen 3,463 Patrick Knouse 3,448 Elvis Durakovic 3,442 Jonathan L Jones 3,432 Joy Vann-Austin 3,415 Yemi Akinade 3,391 Andrew Hynan 3,387 Christopher Botelho 3,354 Oscar Cardoza 3,308 Andre Hawthorne 3,281 Natalie Linker 3,266 Jessica Santamarina 3,264 Fritzel Octave 3,263 Brian Schreiter 3,224 Stephen Hill 3,184 Andrew McQuade 3,172 Christopher Bentley 3,167 David Higa 3,160 Paul Zuzick 3,152 Travis Stucki 3,135 Chad McLaughlin 3,123 Christina Meyer 3,098 Anadeto Arevalo 3,096 Derek Foore 3,058 Aaron Haynes 3,052 Cara DeFiore 3,043 Christina Jauch 3,042 Michael Russo 3,039 Tyler McKnight 2,878 David Carpenter 2,874 Andrew Siebert 2,870 Chirotam Ilokwu 2,865 Ransy Vazquez 2,856 Thomas Longino 2,836 Nicholas Moore 2,833 Dina Boghdady 2,809 Alberto Alcalá 2,787 I-Perfection Harris 2,780 Ryan Orloski 2,777 Jesse Spencer 2,771 Christopher Bennett 2,760 Kyle Lewicki 2,733 Yussuf El-Zein 2,723 Matthew Cessna 2,691 Jordan Reinhold 2,684 Steven Baum</p>	<p>\$ 2,675 Nicole Sanders 2,662 Mele Makaui 2,658 Bradley Christiansen 2,657 Andrew Batten 2,628 Marissa Cunningham 2,621 Shai Mate 2,618 Peter Gabranski 2,603 Jennifer Reed 2,592 Robert R Hamilton 2,562 Gregory Sampat 2,562 Muhammed Ashraf 2,537 Daniel Walton 2,535 Edwin Cuevas Quinones 2,500 Rex Munsey 2,492 Craig Stropf 2,486 Joseph Kanaan 2,485 John Collins 2,471 Aden Schrock 2,447 Yamid Mendoza Sanchez 2,437 Joshua Jackson 2,437 Nathan Hunt 2,418 Amr Shater 2,406 Julianne Scavo 2,392 Carlo Buhay 2,371 Daniel Franke 2,336 Mickey Adkins 2,321 Joshua Yurinko 2,319 Syed Quadri 2,312 Bryan Juskiw 2,297 Menno Glick 2,288 Ashley Wenning 2,268 Angela Landry 2,265 Kevin Davis 2,252 Aziz Farsakh 2,225 Christine Moore 2,190 Bradley Jensen 2,187 Kay Pomroy 2,161 Brett Maurice 2,154 Taylor Foster 2,147 Peter Kwiatkowski 2,143 Lamar Livingston 2,126 Demitrius Lucas 2,123 Gevorg Yanukyuan 2,084 Christopher Bungay 2,081 John Conard 2,080 Jenna Grula</p>	<p>\$ 2,075 Tony Geer 2,056 Paul Samra 2,052 Rita Haidinger 2,034 Alex Smith 2,033 Brandon Crosby 2,025 Patrycja Grudzinska 1,994 Bilal Farsakh 1,974 Saul Lopez 1,970 Hirenkumar Patel 1,967 Brandon Teter 1,964 Anthony Ferraro 1,943 William Soulier 1,928 Emma Sermos 1,921 Arman Masomzadeh 1,918 Mark Beckford 1,894 Michelle Martinez Aviles 1,886 Trevor Mayer 1,873 Daniel Juskiw 1,859 Christopher L Clark 1,849 Tucker Gregor 1,844 Jamie Winters 1,841 Bryan Hip-Kam 1,828 Jeffrey Hudson 1,818 Jordan Chalom 1,794 Alexandra Berberich 1,778 Alejandro Pineda 1,763 Herman Fennell 1,756 Jennifer Wehrle 1,745 Andres Liranzo 1,738 Anthony Ferguson 1,710 Azar Afnan 1,706 Christopher Dicks 1,705 Fran Kolos 1,699 Jason Green 1,699 Alon Fischer 1,657 Lindsey Dettwiller 1,657 Theodore Ryan 1,656 James Sherwood 1,616 Mia Mitchell 1,613 Sokol Fazliu 1,606 Andrew Chambers 1,605 Rupinder Toor 1,587 Leonard Ligotti 1,581 Dwayne Nabors 1,575 Philip Roffi 1,567 Travis Vaughn</p>	<p>\$ 1,567 Kanon McGee 1,562 Harjeet Rana 1,558 Duni Olusegun 1,554 Mitchell Page 1,553 Andy Dorf 1,545 Calvin Shaw 1,536 Richard Pazak 1,533 Eugene Garcia 1,533 Roger Rau 1,530 Eric Thompson 1,522 Jennifer Ortiz Cruz 1,507 Johnny Ramos 1,503 Hector Mendez 1,502 Barbara Seyoum 1,492 Edmaggie Myrthill 1,485 Joshua Garrison 1,481 Daryl Graham 1,479 Alan Fricke 1,470 Andrea Kessler 1,466 Aaron Ralston 1,464 James Tolley 1,463 Alma Lopez 1,462 Nikola Subotic 1,456 Alta Herpel 1,432 Alex Paguio 1,424 Evan Donoghue 1,422 Michael Russin 1,417 Michael Desharnais 1,414 Massoud Vaziri 1,377 Ikram Al-Shobaki 1,368 Christopher Hintz 1,363 Joel Trask 1,354 Joseph Corwin 1,352 Jonathan Kinnard 1,342 Colin Quigley 1,341 Ofa Tupouniua</p>	<p>\$ 1,335 Evan Holzhauser 1,332 Tiffany Harmouche 1,310 Marie Laine 1,308 Jesse Rennich 1,301 Justin Sutton 1,289 Nicholas Engrav 1,288 Brandon Minor 1,284 Brackin Flitton 1,281 Anthony Greco 1,263 Tabitha McDermid 1,262 Sheila Downey 1,256 Andre Bent 1,252 Minh Phung 1,221 Liam Flaherty 1,219 Geddes Robinson 1,208 Bradley Bidner 1,193 Samantha Ralston 1,186 Anthony Theriault 1,183 Daniel Li 1,173 Ronald Rivera 1,169 Sasha Veerman 1,166 Orby Kelley 1,146 Samantha Chamberlain 1,141 Jacy West 1,136 Shane Cabral 1,127 Venita Allen 1,118 Deonte Jones 1,117 Vincent Meyer 1,110 Eric Watson 1,065 Candi Carlisle 1,065 Calvin Irving 1,059 Nicki Griffiths 1,035 Dean Gushi 1,023 Ariana Jones 1,023 Chelsie Otto 1,017 Derya Ekren</p>	<p>\$ 1,017 Jeffrey Espinal 1,011 Adem Abdula 1,008 Hemerson Gonzalez 1,004 Francesca Veltri 1,003 Tiffany Fallow 998 Amanda Peterson 995 Trenton Miller 979 Martha Zelaya 979 Daniel Perkins 977 Celeste Dongell 973 Travis Vandenberghe 971 Eric Snyder 969 Daniel Charron 964 Dana Black 962 Dashan Brown 959 Kenan Hyseni 950 Jordan Lacy 945 Kevin Appasamy 942 Slavita Hut 939 Kelvin Fernandez 935 Kelly Schoenherr 931 Taylor Black 929 Alexis Pineiro 924 Allen Watson 924 Samuel Cohen 922 Connor McCollum 915 Narcis Buncianu 911 Monique Safari 911 Jordan Barron 906 Francis Ingulli 905 Pedro Lemos 903 Vincent Campana 903 Steve Hartman 889 Kasey White 880 Cory Cannataro 870 Joseph McCallister</p>	<p>\$ 868 Belaid Belkaid 864 Robin Gonzalez 863 Richard Millington 853 Samy Jacques 852 David Lawrence 850 Robert Park 846 Garrett Shelton 844 Melinda Skinner 841 Armando Benitez Ojeda 841 Jasmine Parker 832 Mahadai Krushundayal 822 Jessica Napiza 821 Patrick Duray 819 Zachery Kertulis 817 Joseph Tomanovich 814 Bryant Logan 811 James Harding 802 Michael Musso 801 Carrie Hammer 799 Oleg Novitchii 789 William Tompkins 784 Donte Grant 778 Sara Rostamijalilian 760 Gerilyn Bertoli 740 Derek Pratt 738 Mandale Tolefree 734 Travis Kovach 730 Ricardo Alanis 718 Brenda Fox 717 Ariel Demesa 716 Debra Small 713 Ryan Vance 713 Amy Baird 710 Corey Niro 700 Kade Beck 700 Jennifer Jaikes</p>	<p>\$ 699 James Williams 698 Mark Tusing 691 Jeanne Schulte 686 Sean Thormann 686 Jose Viramontes 683 Sean Sparkman 677 Jeremy Osborn 677 Mario Andres Chavez 669 Luaoa Leota 668 Christopher Stevens 665 Robert Locke 663 Andrew Clark 660 Jarred Spanbauer 652 Heather Berg 647 Shiv Patel 642 Micah Focken 640 Andrea Shepard 633 Christopher Muraca 623 Keona France 621 Raul Rojas 618 Cameron Stanley 614 Young Lee 609 Derron Alexander 608 Jamell Ramsay 606 Kory Louvelle 601 Landon Schlag 600 Justin Allain 598 Alipate Makaui 591 Robert Rummel 590 Janice Moseychuck 587 Kelly Ekker 580 Benjamin Varner 580 Rubin Chaimov 577 Joshua Lowman 575 Ryan Landmark 574 Ashley Smith</p>	<p>\$ 573 Amanda Torres 569 Jessica St Pierre 567 John Lamere 564 Tad Teeters 560 George Bort 559 Sonia Tyner 554 Austin Timmons 551 Nicholas Glennon 549 John Nieves 544 Troy Elliott 544 Doron Freud 542 Stephanie Harris 542 Behrad Baghbanian 536 Michelle Olivo 534 Ryan Witham 529 Ryan Ohm 522 David Herchick 521 Christina LaPlant 520 Travis White 520 Joel Nunez 518 Wanda Williams 514 Juan Olvera 514 Jason von Rosenberg 513 David Bilotti 512 Iva Plummer 511 Steven Barton 506 Kimberly Tagliavia 505 Jesus Tolentino 504 Aracelis Mota 504 Damaris Henderson 501 Steve Bryant</p>
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RGA LEADERSHIP BONUS

1



RYAN FICKERT

\$24,659
Zachary Hart

2



MATTHEW PARKS

\$22,556
Surace-Smith

3



PATRICK BENDURE

\$19,885
Surace-Smith

SEPTEMBER BONUS LEADERS

PAYOUT: **\$297,737**

QUALIFIERS: **110**

\$ 24,659	Ryan Fickert	\$ 6,070	Levar Morgan	\$ 3,102	Randy Teyssier	\$ 1,912	Mathew Mealey	\$ 1,108	Ryan McIntosh
22,556	Matthew Parks	5,158	Salman Satti	3,074	Joshua Olin	1,803	Doreen Ryan-Foti	1,103	Steven Engrav
19,885	Patrick Bendure	5,134	Evan Holzhauser	3,016	Brett MacCannell	1,681	Morgan Lobello	1,102	Stephen Giddens
11,946	Robert Janev	4,514	Troy Plummer	3,002	Kevin Appasamy	1,663	Britton Costa	1,101	Evan Donoghue
10,303	Ryan Hall	4,206	Corey Helly	2,754	Beau Locker	1,631	Daniel Hartwig	1,079	Janet Quintana
9,937	Michael Laramie	4,128	Steven Redd	2,532	Jake Yagjian	1,556	Chris La Fond	1,048	Jesse Doherty
9,382	Ryan Kendl	4,065	Luay Ghawi	2,498	Charles Ferrari	1,508	Richard Mansfield	1,000	Stephanie Lovins
7,642	Robert Kanaan	3,798	Patrick Stenglein	2,481	Brian Zuzick	1,430	Samuel Cohen	950	Sean Velasquez
7,542	Justin Adams	3,709	Christopher Hintz	2,404	Trevor Mayer	1,355	Brandon Summertorn	939	Marc Salvaggi
7,000	Matthew Turnquist	3,516	Blake Higuchi	2,352	Darcy Schrieber	1,330	Paul Kelly	924	Michael Clemente
6,904	Thomas Vena	3,494	Matthew Diulus	2,138	Ryan Stenglein	1,261	Patrick Rieger	865	Nicholas Moore
6,479	Bobby Gujral	3,332	John Conard	2,072	Hunter Houvener	1,221	Eugene Garcia	851	Magda Figueiredo
6,079	Nicholas Lorence	3,242	Michael Gerstein	1,974	Erez Shabtay	1,202	Joshua Krueger	832	Sokol Fazliu
6,078	Syed Quadri	3,122	Steven King	1,968	Ricardo Subero	1,186	Andrew McQuade	807	Ryan Wilson

\$ 780	Brian Schreiter	\$ 671	Carlos Arballo	\$ 656	Alex Roland	\$ 620	Tim McAdams	\$ 585	Sara Vaz
761	Andre Hawthorne	671	Carlos Arballo	656	Alex Roland	620	Tim McAdams	585	Sara Vaz
538	Aaron Ralston	515	David Nham						

SA/YA DIRECT CODE FIELD TRAINING BONUS

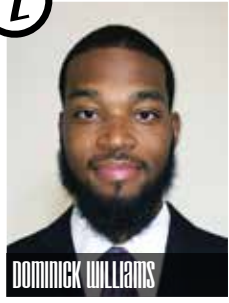
1



CAMERON STANLEY

\$4,976
Laura Fisher

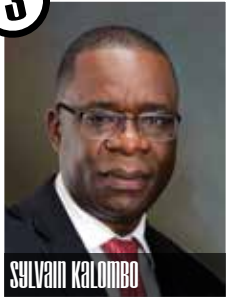
2



DOMINICK WILLIAMS

\$4,752
Michael Vasu

3



SYLVAIN KALOMBO

\$4,530
Souley Bah

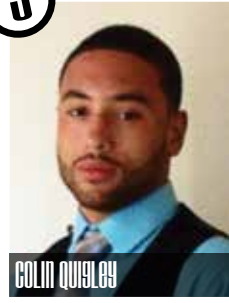
4



ROBERT ZORANTAS

\$4,263
Sabrina Lloyd

5



COLIN QUIGLEY

\$3,896
Surace-Smith

SEPTEMBER BONUS LEADERS

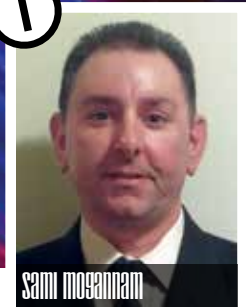



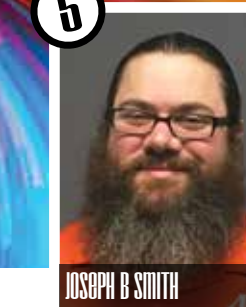
PAYOUT: **\$504,864**

QUALIFIERS: **701**

\$ 4,976	Cameron Stanley	\$ 2,059	Skylar Chauvin	\$ 1,470	Bryan Hip-Kam	\$ 1,140	Joseph McCallister
4,752	Dominick Williams	2,041	Aaron McKenney	1,470	Alipate Makaui	1,127	Sabeenan Jeyaratnam
4,530	Sylvain Kalombo	2,036	Joseph Tchume	1,468	Shayla Williamson	1,122	Cory Schroeder
4,263	Robert Adrahtas	2,013	Michael van Delft	1,463	Charles Carroll	1,116	Michael Sherwood
3,896	Colin Quigley	2,010	Hanna Gore	1,452	Hanna Gore	1,108	Rachel Mesnard
3,750	Gian-Paolo Diberardo	1,997	Joel Trask	1,444	Patricia Contreras	1,100	Steven Baum
3,666	Mary McMullin	1,982	Francisco Vasquez	1,438	Jacob Davis	1,097	Henderson Hoyte
3,629	Dwayne Nabors	1,963	Anthony Dixon	1,420	Sina Heak	1,094	Behrad Baghbanian
3,587	Landon Schlag	1,959	Bryanna Campos	1,410	Jeffrey Espinal	1,092	Alma Lopez
3,483	Gustavo Avila	1,945	Chester Leone	1,408	Shelby Justice	1,090	Dia Ghandour
3,302	Shane Valentine	1,928	Barkley Collinson	1,399	Dean Gushi	1,081	Allan Allas
3,174	Ariana Jones	1,914	Cory Cannataro	1,394	Rubin Chaimov	1,072	David Lawrence
3,114	Richard Sidoti	1,898	Mark Noel	1,392	Deonte Jones	1,070	Kierra Goodwin
3,006	Lars Olivan	1,896	Joshua Lowman	1,383	Oleg Novitchii	1,066	Tina Janti
2,958	Mark Darling	1,894	Winslow Choina	1,368	David Herchick	1,057	Elizabeth Trotter
2,939	Justin Allain	1,878	Marcus Piccirilli	1,358	Haneefah Morehead	1,047	Halima Smith
2,897	Dashan Brown	1,875	Danielle Morales	1,343	Veronica Coval	1,046	Brian Brantner
2,881	Austin Timmons	1,810	Zachary Whipple	1,335	Thomas Longino	1,026	Thomas Farrell
2,724	Candi Carlisle	1,797	Kyle Wagner	1,333	Toni-Ann Allen	1,026	Victor Goodman
2,716	Dario Messina	1,776	Shiwa Echghighamsari	1,329	Deborah Noga	1,023	Curtisha Stephens
2,700	Blake Tomblin	1,774	Patrycja Grudzinska	1,319	Reese Turner	1,010	Mario Hajro
2,682	Derek Woo	1,771	Steven Barton	1,312	Kyra Hopkins	1,005	Colin Hill
2,668	Aaron Patt	1,756	Brandon Schweitzer	1,309	Kevin Wolfe	997	Mandale Tolefree
2,529	Ronald McCormick	1,747	Clayton Slaughter	1,307	Juan Ramos	996	Joel Nunez
2,465	Cristina Fox	1,717	Kelly Schoenherr	1,299	Kelly Meier	969	Reinaldo Martinez
2,457	Brandon Neal	1,715	Austin W Smith	1,292	Chelsea Peacock	961	Alejandro Pineda
2,447	Joseph Gojcay	1,706	George Lahamedjian	1,289	LaDelus Brown	960	Daniel Prinzo
2,439	Robin Gonzalez	1,702	Daniel Li	1,262	Taulant Bane	948	Jonathan Daal
2,416	Daniel Charron	1,690	Mathieu Cook	1,251	Eric Peyton	948	Mark Aldamuy
2,404	Tad Teeters	1,684	Michelle Olivo	1,242	Abraham Weissman	944	Jonathan Black
2,388	Cristian Alaimo	1,681	Sean Sparkman	1,234	Eric Robertson	936	Michael Hepner
2,341	Christopher McFoy	1,680	Joel Jesurun	1,218	Anthony Greco	936	Abel Gamo
2,334	Antoinette Williams	1,653	Megan Johnson	1,209	Narcis Buncianu	934	Aden Schrock
2,291	Travis Vaughn	1,648	Daniel LaFontaine	1,203	Antonio Flores	933	Joseph Sarasin
2,250	Victoria Varney	1,634	Monica McKinney	1,202	Andrew Chambers	930	Risa Moniz
2,246	Lindsey Dettwiller	1,603	James McCormick	1,199	George Connell	927	Elizabeth Goldsberry
2,217	Matthew Castelli	1,597	Tanner Duy	1,198	Avery Hearn	925	Jeanne Schulte
2,204	Aleksandra Rakovic	1,589	Kade Beck	1,195	Kelly Ekker	918	Tamara Harvey
2,197	Adam Chesney	1,564	Cameron Cimino	1,193	Bria Washington	912	Robert Rummel
2,169	Gjon Ljullduraj	1,563	Ryan Ohm	1,190	Drew Wilkins	909	Jennica Lindqvist
2,138	Anthony Ferguson	1,561	Alisha Anderton	1,185	Mallory Eggleton	905	Hilary Arsenault
2,127	Arthur Trost	1,531	Tyler Townsley	1,173	David Staffieri	901	Mary Franklin
2,117	Joseph Kanaan	1,501	Tony Geer	1,159	Armando Benitez Ojeda	895	Keona France
2,116	Ashleigh Broussard	1,492	Richard Tabanji	1,153	Aljban Jashari	895	Joseph Rotolo
2,114	Marquel Burns	1,487	Jennifer Jaikes	1,149	Jessica St Pierre	893	Jagdish Sukhu
2,097	Adrain Alfred	1,482	Sarah Herbold	1,144	Skay Nusenu	892	Juan Montana
2,087	Christopher Visnesky	1,472	Angel Martinez	1,141	Amber Fitzmartin	890	John McDougald

\$ 889	Sashia Veerman	\$ 755	Daniel Juskiw	\$ 699	Christopher Buttacavoli
882	Alexandra Longo	755	Vanessa Cohen	699	Zachery Kertulis
881	Jeffery Roland	748	Cyan Kissinger	697	Mayra Robles
875	Dylan Murphy	745	Jason Ashline	694	Monique Tolbert
875	Lidia Meglei	745	Lawrence G Dennis	685	Zachery Nelson
875	Shelbi Sofranko	736	Anthony Sava	685	Faith Eaton
869	Patrick Ngangyou	736	Pratibha Garud	682	Alliyah Williams
	Tchouchui	730	Benjamin Twerskoi	680	Kemberly Sousa
869	Jacob Vargas	726	Andrew Hynan	678	Adegbola Thompson
867	Kevin Butchino	726	Andrew Hynan	676	Jesse Medina Nunez
866	Justin Diaz	724	Adam Kidikas	674	Carl Cadet
858	Michael Foret	720	Joseph Schleicher	670	Jeanette Ramirez
855	Rovena Lulgjuraj	716	James Higgins	665	Crystal Larkins
853	Brandon Crosby	709	John P Fitzgerald	661	Kasey White
847	Damion Rayam	705	Sean Hansen	658	Angeliq Piquion
838	Ian Meyer	699	Christopher Buttacavoli	656	Brenda Fox
838	Brian Brantner	699	Zachery Kertulis	650	Betsy Adney
832	Stephen Coons	697	Mayra Robles	649	Mariam Shahid
832	Matthew Simon	694	Monique Tolbert	648	Young Lee
829	Brandon Haley	685	Zachery Nelson	639	Nicholas Wang
827	Derek Pratt	685	Faith Eaton	637	Daniel Anderson
818	Edwin Delgado	682	Alliyah Williams	637	Bretta-Jean Cahela
815	Stephanie Harris	680	Kemberly Sousa	636	Holly Thompson
810	Timothy Moody	678	Adegbola Thompson	635	Azar Afnan
806	Ashley Gallegos	676	Jesse Medina Nunez	632	Jesus Tolentino
805	Tyson DellaSilva	674	Carl Cadet	631	Jackson Hamilton
804	Kevin Kondrad	670	Jeanette Ramirez	630	Antonio Evans
797	Nicholas Deliberto	665	Crystal Larkins	627	Elijah Clem
792	Justin LoPatriello	661	Kasey White	623	Anthony A Lopez
786	Michael Jennings	658	Angeliq Piquion	620	Susan Scott
786	Jason Kuepfer	656	Brenda Fox	619	Therese Boles
785	Timothy Stewart	650	Betsy Adney	619	Aaron Piotrowski
785	Jordan Wall	649	Mariam Shahid		
781	Arman Masomzadeh	648	Young Lee		
779	Vincent Campana	639	Nicholas Wang		
778	Phillip Waisman	637	Daniel Anderson		
777	Manale Elawad	637	Bretta-Jean Cahela		
777	Joshua Pinckney	636	Holly Thompson		
775	Naomi Walker	635	Azar Afnan		
775	Ariel Demesa	632	Jesus Tolentino		
773	Minh Phung	631	Jackson Hamilton		
770	Joshua Goodman	630	Antonio Evans		
766	Joseph Adkins	627	Elijah Clem		
764	Desarae Freeman	623	Anthony A Lopez		
762	Jazmyn Holloway	620	Susan Scott		
758	Karla Stewart	619	Therese Boles		

REINSTATEMENT BONUS

1	2	3	4	5
				
\$5,477 Don Foti	\$2,984 Surace-Smith	\$2,451 Surace-Smith	\$2,369 Sabrina Lloyd	\$1,851 Simon Arias

SA/GA DIRECT CODE FIELD TRAINING BONUS - CONTINUED

\$ 618 Wanda Williams	\$ 602 Armando Aiello	\$ 579 Kory Louvelle	\$ 567 Phillip Haynes	\$ 546 Angela Rodriguez	\$ 518 Sean Gillespie
618 Chirotam Ilokwu	596 Christopher Morrison	578 Kelvin Fernandez	565 Lawrence Smith	545 Kamal Tayyib	517 Jasmine Rosario
614 Kendra Orng	596 Andre Fonseca	577 Aaron Burke	564 David Williams	539 Nathan Yineman	514 Jahliil Sunrise
613 Amr Shater	593 Diane Williams-Lewis	575 Marques Holmes	556 Rafi Nawabi	537 Daniel Chousa	513 Dwight Hickson
613 Donte Grant	592 Aileen Varela	575 Devon Chapman	555 Maurice Coleman	534 Kanella Glimenakis	509 Taurean Flourmoy
610 Christopher Leasure	592 Samuel Hammer	573 Olja Holovcuk	552 Jenny Alvarez	526 Braden Wiscombe	509 Bryant Logan
606 Roy Grasham	585 Steven Counts	572 Venita Allen	550 Richard Millington	524 Gaston Morales	501 Donald Gregoire
605 Caleb Alexander	584 Matelita Enosi	571 Jamel Lawson	547 Iris Saavedra	523 Deborah Mitchell	501 Joseph Hedborn
603 June Greene	584 Shanita Ellmers	571 Eldine Mpanzu	546 Alexander Pham	520 Nina Blackmon	500 Kendall Wilson

SEPTEMBER BONUS LEADERS

PAYOUT: \$60,686

QUALIFIERS: 175

\$ 5,477 Sami Mogannam	\$ 1,775 Joseph Faisant	\$ 986 Khalid Abu Dayyeh	\$ 821 Dason Phaul	\$ 678 Deborah Mitchell	\$ 589 Ryan Vopat
2,984 Bradley Weigand	1,541 Dawid Liniewski	984 Abena Edwards	799 Mark Lahijani	646 Glenda Crump	532 Hector Sartori
2,451 Mitchell Look	1,166 Brandon Teter	967 Patricia Smedal-Summers	749 Benton Tong	644 Jamell Ramsay	516 Nabil Spahi
2,369 Nicholas Gasparro	1,146 Anna Senra	904 Howell Smith	706 Faith Jones	640 Scott Dillingham	
1,851 Joseph B Smith	1,079 Jack Keiderling		705 Loraine Patterson	602 Adrian Kryczka	



5 BONUS TOTAL: \$4,507,663

WORLD'S GREATEST \$1,957,777	LEADERSHIP \$1,686,599	RGA LEADERSHIP \$297,737	SA/GA TRAINING \$504,864	REINSTATEMENT \$60,686
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals

FOUNDERS CLUB



Katie Massart
Altig-Orlovic
16 Qualifications
\$154,595 Net ALP
89.2 RET



Tina Nelson
Johnson-Nelson
4 Qualifications
\$82,598 Net ALP
88.1 RET



Randy Souliers
Altig-Orlovic
2 Qualifications
\$78,772 Net ALP
85.7 RET



Kristina Joachim
Altig-Orlovic
1 Qualification
\$68,858 Net ALP
82 RET



Max Quasem
Cohen-Cohen
41 Qualifications
\$76,953 Net ALP
87 RET



Omar Hashimi
Donald Foti
1 Qualification
\$61,362 Net ALP
80.7 RET



Jordon Graham
Sabrina Lloyd
3 Qualifications
\$123,209 Net ALP
85.5 RET



John Vacca
Simon Arias
1 Qualification
\$80,273 Net ALP
86.2 RET



Igor Melcharek
Altig-Orlovic
3 Qualifications
\$71,869 Net ALP
86.6 RET



Mark Diskin
Simon Arias
1 Qualification
\$60,786 Net ALP
90.8 RET



Ryan Vance
Surace-Smith
2 Qualifications
\$106,833 Net ALP
94.2 RET



Joseph Sarasin
Surace-Smith
7 Qualifications
\$79,339 Net ALP
84.1 RET



Lily Sakai
Cohen-Cohen
27 Qualifications
\$71,567 Net ALP
93.8 RET



Ruben Soberanes
Donald Foti
11 Qualifications
\$56,932 Net ALP
81.6 RET

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Directors of the Month



Phil Bromagen
Recruiting

Phil had 95.29% growth over September 2016.



Renee Jeffries
Training

Renee had 28.41% growth over September 2016.

PR Director of the Month



Jason Beckman
Jason met 150.00% of Objective during September 2017.

LEADERSHIP LESSONS FROM JOHN WOODEN



David Zophin

Executive Vice President/
Assistant to the President

and Bill Walton, but he still managed to win 10 NCAA titles. He did it by not trying to get all his players to play like Abdul-Jabbar. He did it by getting all of his players to perform at the best level each of them were capable of performing.

2. BRING OUT THE BEST WORK

“Each member of your team has a potential for greatness; the leader’s job is to help them achieve it.”

John Wooden’s definition of success at work is that we feel the best about our work when we do our best work. Getting every individual on your team to perform at their peak is the #1 job of the sales leader.

3. COMPETE ONLY AGAINST YOURSELF

“Stop looking at the scoreboard to see how you’re doing compared to everyone else. Put your head down and focus on doing the little things well every day and let the results take care of themselves. If you do this for a reasonable period of time, you’ll be absolutely amazed at how far you’ve come.”

Sales reps waste unnecessary energy focusing on things that are out of their control. The leader’s job is to focus on coaching and teaching each individual on doing the work and letting the results come.

4. DETAILS ALWAYS MATTER

“There are no big things, only an accumulation of many little things. Remove enough rivets and the wing falls off.”

Today’s salespeople have to be more detail-oriented than ever. They need to be well trained and prepared because they will be beat by a better-prepared, better-trained, and more informed competitor. Leaders create an environment where everyone focuses on the details, because the details matter.

5. EMOTION IS YOUR ENEMY

“Intensity makes you stronger. Emotionalism makes you weaker.”

Salespeople have their own emotions to fight and don’t need an emotional leader. Be consistent in your actions and expectations of your team. Emotional sales leaders tend to have shifting priorities or flavor-of-the-month management styles, which do not lead to high levels of performance. Keeps things balanced.

6. YOU HAVE TO CARE

“Nobody cares how much you know until they know how much you care.”

A great leader genuinely cares about the success of each individual on the team. The team’s success becomes your success, not the other way around.

Taking these 6 principles to heart can help you along the road to becoming a leader or make established leaders even better. Remember: sales people leave the leader, not the company.



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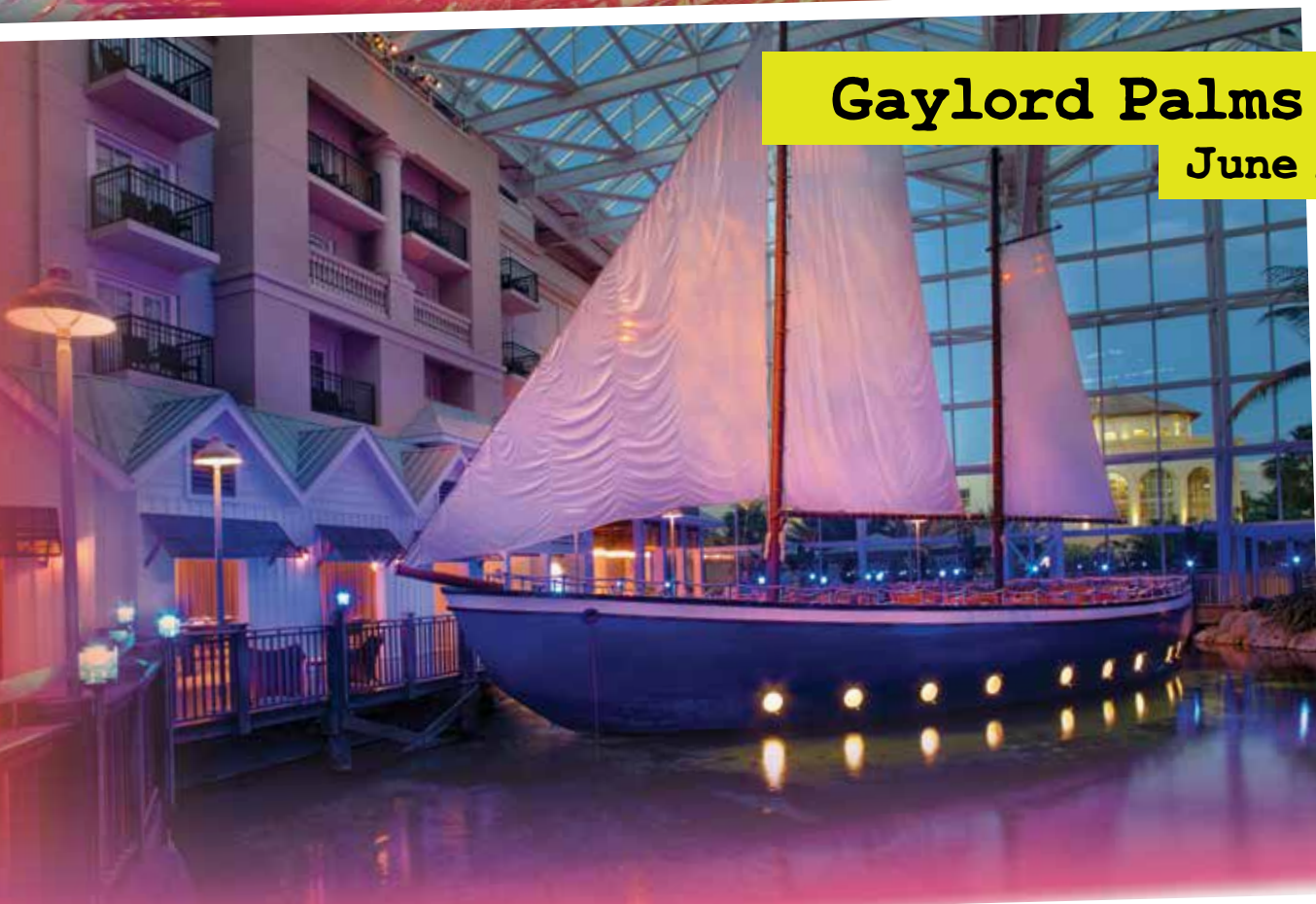
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